Board of Trade Journal

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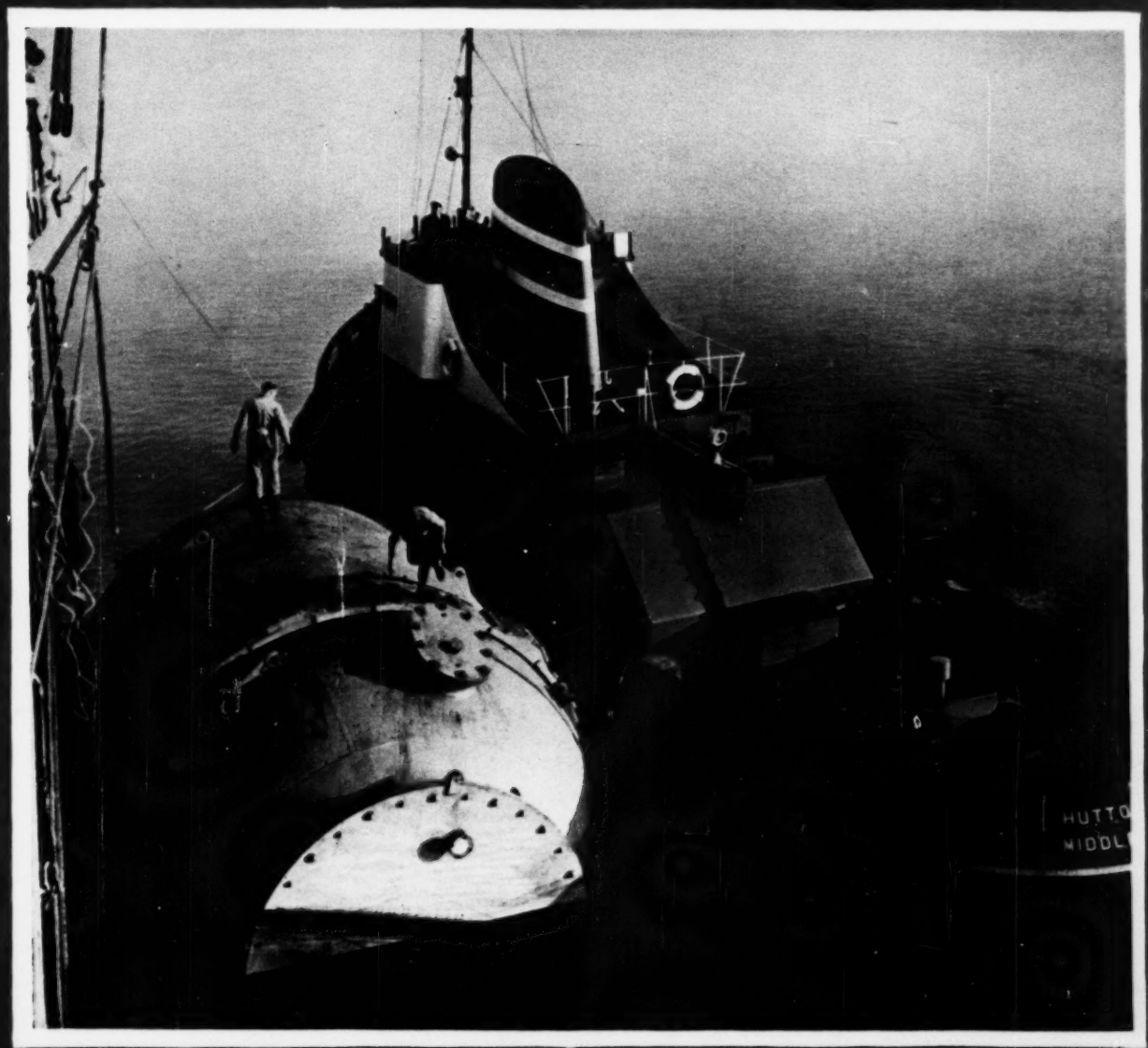

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Front cover photograph

One of two 100 tons capacity L.D. basic oxygen steel furnaces built by Head Wrightson at their Thornaby Works for the Broken Hill Pty. Co., Whyalla, Australia. A report of the plans for the forthcoming British-Australian Exhibition, 1964, is published on page 143 of this week's issue.

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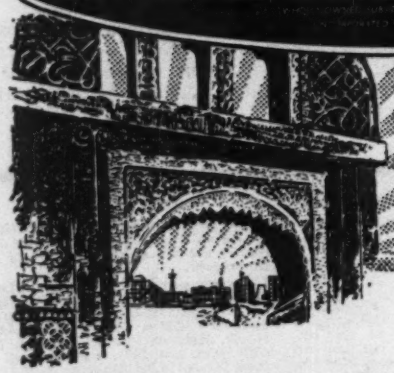

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TRADING WITH THE ARAB WORLD (5)

The Gulf States and Muscat and Oman

BY J. R. RICH, FIRST SECRETARY (ECONOMIC), HM POLITICAL RESIDENCY, BAHRAIN

British exports to the Middle East have increased considerably in recent years, from £185.2 million in 1953 to £293 million in 1963. Last year, moreover, the increase was at the rate of 15 per cent compared with the previous year, against an increase of 7.5 per cent in Britain's global exports. Nevertheless, our share of the imports of these countries—currently approximately one-fifth—has been declining, in the face of intense competition from both sides of the Iron Curtain.

The Council for Middle East trade, established with the encouragement and support of H.M. Government in January, 1963, has been actively engaged in investigations into prospects in all major markets in the Middle East.

It is hoped that this series of articles in the *Board of Trade Journal* on 'Trading with the Arab World' will encourage businessmen to take an even greater interest in trade with these countries, for although, as will be shown, the opportunities for expansion vary from country to country, the Middle East as a whole represents a secure and expanding market for British goods. Previous articles were published May 15 (Saudi Arabia), June 5 (Sudan), June 19 (Iraq) and July 10 (Kuwait).

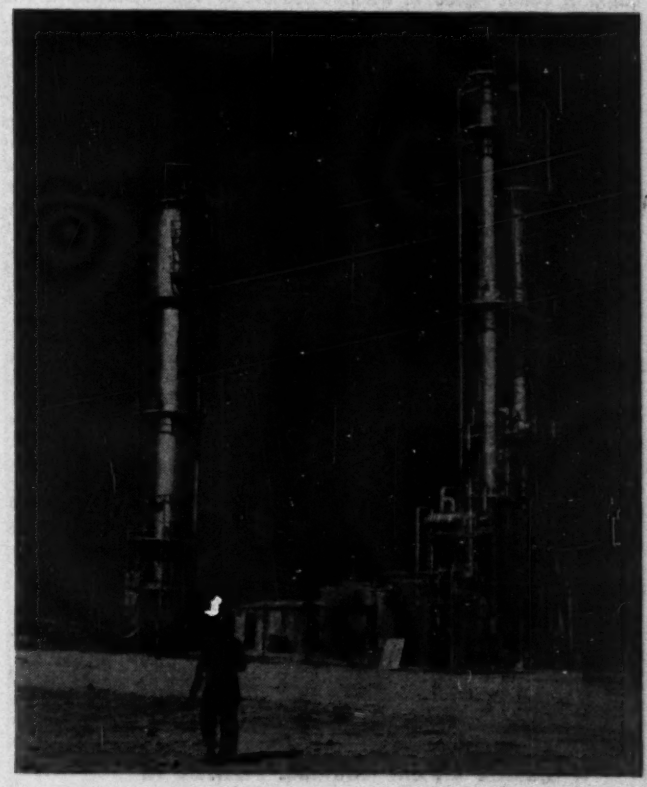
The visit which the Abu Dhabi Trade Mission is at present making to this country should serve to emphasize the close relations which have always existed between the United Kingdom and the Gulf States, and the good prospects for British trade in a wealthy market.

THIS ARTICLE is about a group of Arabian states which together form an attractive and growing market for British exporters. They all have a long record of close and friendly relations with Great Britain. The group comprises Bahrain, Qatar and the seven Trucial States – Abu Dhabi, Dubai, Sharjah, Ajman, Umm-al-Qaiwain, Ras al Khaimah and Fujairah. All these states lie along the southern shore of the Persian Gulf, (or the Arabian Gulf as it is sometimes called). Further to the East lies the Sultanate of Muscat and Oman with a long coastline on the Gulf of Oman and the Indian Ocean.

These states, although in close geographical proximity, have separate individualities and are at remarkably different stages of development. They therefore require separate brief descriptions.

Bahrain is an island about 30 miles long with a population of about 150,000, and a history of trading which dates back to the third millenium BC. Bahrain today wears a prosperous air. Its annual imports are worth about £25 million, of which about one

Sweetening plant for Das Island oil



The cold stripping plant erected on Das Island, off the Trucial Coast, by George Wimpey & Co. Limited., where crude oil from the Umm Shaif off-shore oilfield is sweetened ready for shipment. The plant, which was designed and procured by Wimpey for Abu Dhabi Marine Areas Ltd., a company jointly owned by BP and CFP, can process up to 60,000 barrels of oil a day. The process for the Benfield gas sweetening unit shown on the right was supplied by Humphreys & Glasgow, and that for the stripper column by BP.

third are re-exported. Re-exports go to numerous destinations in the Gulf, of which the Eastern Province of Saudi Arabia takes the most. The present oilfield is relatively small, but the recent discovery of an oil bearing structure in a seabed area from which the income would be shared by Bahrain and Saudi Arabia may lead to an increase in oil revenue. Meanwhile Bahrain has a large refinery which is an important source of income and employment. A high proportion of the crude oil processed there is brought by pipeline from Saudi Arabia. The re-export trade is important but is adversely affected by the growing tendency of other places in the Gulf to import direct. The authorities are also giving thought to widening the State's economic basis, so that Bahrain's present prosperity can be consolidated and increased. The recent establishment of a second slipway to repair small ships and, by a large British firm of contractors, of a yard for fabricating components of oil field equipment, are developments in this direction. Bahrain has a good deep-water port at which ships can berth and discharge along side the jetty.

To the East lies Qatar, which is a flat sandy peninsula jutting out from the Arabian mainland. The estimated population is 60,000, of which more than half lives in Doha, the main town. Total imports fluctuate between about £10 and £12 million per annum. Virtually the sole source of wealth is the export of crude oil, which started in 1949. This has been and is being used to finance development, for example dredging operations are in hand to make Doha an efficient lighterage port.

The Trucial States

Abu Dhabi, the largest in area of the Trucial States, has a population of about 14,000, of whom 5,000 live in Abu Dhabi town. The hinterland is desert, except for the oases of Burmaimi and Liwa. Abu Dhabi is the latest Gulf State to become an important oil producer. Production from the offshore oil field at Das Island began in 1962, and from the Murban field on the mainland at the end of 1963. Production from the two fields is likely to be of the order of 8 million tons in 1964. The Ruler, who is advised by British consultant engineers, envisages using the consequent income to finance development work. Projects under consideration include a piped water supply, a bridge to join Abu Dhabi island with the mainland and an international airport. A British firm recently secured a contract for supplying generating and other equipment for the first town power station. Abu Dhabi represents considerable export opportunities, both as regards major development works, and as regards the increase in imports of everyday goods of all kinds which is likely to follow upon her new wealth.

Dubai is the largest town and the commercial centre of the group of six northern Trucial States, which can conveniently be considered together. They lie across the base of the Musandam peninsula which divides the Persian Gulf from the Gulf of Oman. Dubai town, with around 60,000 inhabitants, has about half the population of the six States. Dubai is a thriving town, and an expanding market. In 1957 its imports were worth less than £4 million; in 1962 they were over £8 million, and the figure is still growing. So far no oil has been found in the northern Trucial States, but active exploration work is going forward. Traditionally Dubai's wealth is supposed to come from the proceeds of gold-smuggling, but Dubai is an active market for trade in all kinds of goods, many of which are re-exported to a diversity of destinations – Southern Iran, Abu Dhabi, the Indian sub-continent and the interior of Oman. The combination of ample local capital and the absence of local technical expertise has produced a need for the services of firms specializing in the establishment of small-scale light industry. Inland the economy is still under-developed, there are British and Kuwait programmes of economic and technical assistance, and agriculture is being developed, especially near the mountains.

Muscat and Oman

The Sultanate of Muscat and Oman is a country much bigger in extent than the Shaikhdoms of the Gulf. It has a population variously estimated between 500,000 and 750,000, and a coastline nearly 1,000 miles long. Yet its total imports are probably worth only about £4 million per annum. The people live mostly along the coastal belt by the Gulf of Oman, around the central range of mountains and in the southern province of Dhofar around Salala, where the Sultan himself resides. The main exports are dates, dried limes and fish, with some tobacco leaf and frankincense and the main imports such basic commodities as rice and flour. The economy is thus that of a poor country, but the development programme of the Sultan's Government (assisted by British economic aid) is leading to an improvement of road communications and to an increase in agricultural production. As in the Northern Trucial States, if oil is found to exist in commercially exploitable quantities by the company now prospecting in the interior, one would expect an acceleration to take place in the pace of the country's development.

To speak in general terms one can say that for all practical purposes at present the sole natural resource of the Southern Gulf region is oil. This is a valuable and saleable commodity. World demand for it is steadily increasing, which augurs in turn steadily (and sometimes staggeringly) increasing incomes for the states where it is found or will be found in future. The money is being spent, and will no doubt increasingly be spent, on public development projects. It will also reach the pockets of ordinary people, who can be expected to spend it themselves on better living. This process has of course, already started. Meanwhile one must expect the agricultural potential where there is water underground, particularly in the Trucial States and the Sultanate, to be progressively exploited. This also is already beginning.

New stamps for Abu Dhabi

Abu Dhabi's first definitive series of stamps have been on sale at the British Postal Agency since April. This series replaced the overprinted British stamps which had been used since the Agency opened a year ago. All the designs were chosen by the Ruler of Abu Dhabi, HE Shaikh Shakhbut bin Sultan. The low-value stamps were designed by Mr. M. C. Farrar-Bell, and the high values by Mr. C. T. Kavanagh and Miss P. M. Goth.

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Growing market for British goods

The area as a whole thus represents a particularly good market, and a growing one, for such items of particular interest to British exporters as machinery and equipment for the oil industry, building materials and equipment, vehicles and parts, preserved or frozen foods, pumps, household goods, paints, pharmaceuticals, consumer durables and air conditioners, and marine diesel engines for dhows. The range is, in fact, comprehensive. On the other hand experience shows that such items as cement, sugar, cheap textiles and cheap kitchen equipment are not ones in which Britain can compete in the area. It is sometimes said that the markets of the Gulf (note the plural) are so price-conscious that the cheapest article is the only one that will sell. While this may be true of the places where most people are still very poor or where the markets are short of capital, it is not necessarily true of the places (e.g. Bahrain and Dubai) where the market is more sophisticated and some customers are prepared to spend a little more money if they get more real value by doing so. However, the markets are highly competitive everywhere. Not only must the article's price be right but it must also be well packaged and attractive by local standards of taste, and it must be delivered where the merchant needs it. Prices must be quoted c.i.f. to the deep water port for the centre at which the merchant resides.

Outlets for exporters

There are broadly speaking three main channels for exporting to the Gulf:

(i) selling to the oil companies, whether they are operating established oilfields, developing newly discovered oilfields, or still at the prospecting stage. Wherever possible the companies operate a policy of local purchase from local merchants, so that the local community may benefit and locally owned businesses be built up. However, they still buy the technically more advanced equipment direct from the manufacturers. (A list of the oil companies operating in the Gulf is obtainable from Export Services Branch of the Board of Trade);

(ii) selling goods and services to the governments concerned. All that can afford them run hospitals, schools and public services, and there is much scope for major public works projects. Even when these are left to local contractors the services of British firms are often required. For example a £5 million low-cost housing project recently started by the Bahrain Government is being carried out by local contractors with a well-known British contracting firm acting in a management/consultant capacity. (A list of contractors operating in the Gulf States is obtainable from Export Services Branch of the Board of Trade);

(iii) selling to the public. This is mostly done through the local merchant community although one or two large British merchanting firms also operate in the Gulf. It is sometimes possible to secure several outlets in the same market, but usually prospective agents demand sole agency rights. As oil companies will normally buy through local merchants, and as local merchants keep in close touch with the authorities of their territory and are well placed to advise their principals of important impending opportunities for major sales or contracts, selection of agents is an important decision for a firm, whatever it sells.

The merchants of the Gulf States are numerous, and range from the old-established, rich and experienced family firms to the small shopkeeper in the suq. Exporters have to decide whether to appoint one of the larger merchants, who probably has more capital, more experience, better showrooms, etc., but who may well have too much established business to pursue an active sales policy for a new line, or a smaller man who lacks the other qualifications but seeks to expand his business and is the more likely to exploit new agencies actively.

It is usually advisable to appoint separate main agents at each centre, i.e. at Bahrain, Doha, Abu Dhabi, Dubai, and Muscat. Exporters making agency arrangements for the first time in the Gulf should not try to cover the region by means of a main agent at one place with sub-agents elsewhere. There are good reasons for this. Firstly, if more than one agent is to take his commission the price of the goods on the market will probably be higher than that of the goods of competitors who work through direct agents, and in consequence they are likely to be priced out. Secondly there is much local 'commercial nationalism' and rivalry between the various places. Thirdly, as the individual territories vary so much

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in their conditions, the local man is much more likely to know the local market and to be abreast of the opportunities. Fourthly, the more efficient and more active merchants will not now as a rule accept sub-agencies. If they cannot get a British firm to give them a main agency they will go to a Japanese, American or continental European firm that will.

Help from Commercial Officers

The Commercial Officers at the Foreign Service posts in the Gulf can of course help exporters with finding and selecting agents, but it is most advisable that exporters should send a responsible representative to see the markets for himself and decide on the best way of exploiting them. Having appointed agents exporters should keep in close personal touch with them, by visits to them in the Gulf and by receiving and entertaining them when they are in or near the United Kingdom. Good personal relations are perhaps even more important in business relations with Arabs than they are with other nations. It is important that visits should not be rushed. They must be leisurely. The representative who runs from one aeroplane to another with only a few hours in between to do business is usually wasting his firm's time and money.

The would-be exporter who may for any reason not be in a position to send his own representative should consider commissioning one of the British houses which specialize in representing a number of firms overseas. Foreign salesmen are often to be found in the Gulf representing a number of firms, with samples and order books. There is scope for much more activity of this sort on our part. (Names of British firms doing this work can be obtained from the Export Services Branch of the Board of Trade.)

Beside the fact that the region as a whole is an area where, thanks to the oil industry, money incomes (both State and personal) are rising and imports are increasing, the Gulf States represent markets which are particularly attractive to the British exporter for the following reasons. Some of them also have the effect of giving him a measure of advantage over his foreign competitor:

– all the States have close political relations with the United Kingdom whilst Bahrain, Qatar and the Trucial States look

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ص. ب. ٣٢٠٠
الكويت، بلاد العرب
(سجل تجارى رقم ٨٣٤٧)
رأس المال المدفوع والاحتياط
٢,٠٧٠,١١٠ دينار كويتى
يقوم بكافة الاعمال والخدمات المصرفية على الصعيدين المحلى والخارجى ويهتم ويرحب بكل ما يرده من استفسارات تتصل بالاعمال التجارية او التطورات الصناعية او الاستثمار.
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MODERN HIGHWAY IN BAHRAIN

The road from Manama to Awali, Bahrain.
Photo: The Bahrain Government.

to Britain to assure their continued independence,
- they are all in the sterling area,
- there is a tradition of buying British,
- many of the merchants speak English, or have managers or senior employees who do so,
- most of them are used to doing business with British firms, and to corresponding in English. Many of them make annual visits to the United Kingdom and the Continent of Europe.
- three British banks are established with various branches in the area. Their services and experience can be a big help to the British exporter,
- import duties are mostly low and are non-discriminatory,
- there are no quota restrictions or other forms of red tape arising out of balance of payments difficulties.

It is an easy region to visit. BOAC and airlines co-operating with them run an excellent service between London and the Gulf, and between centres in the Gulf. Particulars about how to obtain visas (where required) and about hotel accommodation etc. will be found in the Board of Trade publication *Hints to Business Men*.

British official representatives

Britain's official relations with the Governments of the region are conducted by HM Political Resident at Bahrain. There are British Political Agents in Bahrain, Doha (Qatar), Abu Dhabi and Dubai (Trucial States) and a British Consulate-General at Muscat, with commercial officers on their staffs who are in close touch with market conditions in their respective territories and are well placed to supplement the large amount of information available in the Board of Trade at home with advice to exporters on the opportunities offering in the markets and how these may be followed up. Business visitors should make a point of calling on them. Correspondence, if the Board of Trade cannot themselves answer the queries, should also normally be addressed to the Commercial Officers at the Agencies and the Consulate-General, since conditions vary greatly between territories. What sells in one Gulf Market may not be saleable in another. Specific inquiries about the market opportunities, possible agents, lists of importers, etc. should be addressed to the Agencies rather than to the Residency, but the First Secretary (Economic) on the Political Resident's staff at Bahrain, who has a responsibility for commercial affairs in the Gulf generally, is always glad to discuss developments and prospects in the area as a whole with business visitors.

Finally to conclude with a few leading statistics. The States under review are likely to export upwards of 19 million tons of crude oil in the course of 1964, a figure which is likely to rise in subsequent years. Their import figures are rising as well. In 1963 the value of their total imports was in the region of £50 million. Of this about 40 per cent came from Britain. Taken together they represent a growing market over a very wide range of goods, and British exporters are well placed to seize the opportunities which they present.

Note: For further particulars readers are recommended to consult:

- *Hints to Businessmen visiting Kuwait, the Gulf States and Muscat and Oman.* Issued by the Board of Trade, London, 1964.
- *Trade Prospects in the Arabian Gulf*, 1963. (Report of a Trade Mission.) London Chamber of Commerce. 66 pp., 7s. 6d.

Recent export opportunities in:

Abu Dhabi.

Construction equipment, garage equipment, tyres and tubes. E.S.B. 17481/64. Correspondence to Rashid Oweidah, Proprietor, Abu Dhabi Trading and Contracting Company, P.O. Box 266, Abu Dhabi.

Trucial States.

Confectionery and foodstuffs. E.S.B. 19350/64.
Lightweight suitings. E.S.B. 15682/64.
Calcium carbide and paints. E.S.B. 18716/64.
Horizontal engines and diesel engines. E.S.B. 17194/64.

Copies of these market reports can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. Price 2s. per copy.

London trade inquiry offices of overseas countries

A REVISED EDITION has just been published of *'London trade enquiry offices of overseas countries'*, corrected to May 1, 1964. The list gives the London addresses and telephone numbers of the offices of foreign and Commonwealth countries to which trade inquiries may be directed – including the commercial departments of embassies and legations, the London offices of Commonwealth countries, overseas chambers of commerce in London, and other similar offices.

Copies are available on application to the Librarian, Board of Trade Library, 1 Victoria Street, London, S.W.1. It is intended to publish further corrected editions as occasion demands, and inquirers who wish to receive future editions as well as the current one are asked to say so in their applications. Copies of the new edition have already been despatched to all those who had previously indicated their wish to receive it.

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Applications for temporary exemption from import duty

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Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 31, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.06	3 : 4-Xylenol (—OH = 1).	3 : 4-Xyen-1-ol . .	December 31, 1964	6492
29.13	5 : 11α - Dihydroxy-6β-methyl-5α-pregnane - 3 : : 20-dione.	As in previous column .	December 31, 1964	1308
29.33	Methylmercury hydroxide	As in previous column .	December 31, 1964	6511
29.44	Viomycin pantothenate sulphate.	As in previous column .	December 31, 1964	6521
29.44	Viocymin sulphate .	As in previous column .	December 31, 1964	6520
32.07	Dispersions of carbonblack in artificial plastics, containing not less than 6% by weight of carbon black, not less than 40% by weight of cellulose acetate butyrate and not less than 35% by weight of acrylic resin.	Dispersion of carbon black in cellulose acetate butyrate, resin and plasticiser.	December 31, 1964	6382

Imports of bottled and canned apples

THE BOARD OF TRADE announce their intention to remove restrictions on imports of bottled or canned apples and mixtures of fruit containing apple from the Dollar and Relaxation Areas and Japan. Until August 1, when the licensing requirement will be completely abolished, these goods will be freely licensed. Licences may be obtained from the Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

Notes:

The import quota for canned and bottled apples from the Dollar and Relaxation Areas and Japan totalled £800,000 a year. There were no restrictions on these goods when imported from the Scheduled Territories (mainly the Commonwealth, except Canada). Our principal overseas suppliers of canned and bottled apples are Canada and the Benelux countries.

Review of colouring matter in food

A REPORT by the Foods Standards Committee published on July 8, reviews the provisions of the Colouring Matter in Food Regulations 1957, and the corresponding Scottish and Northern Ireland Regulations. The Committee recommend, among other things, the withdrawal of six permitted colours, the provisional addition of one colour and that the colouring of citrus fruit should be prohibited.

Representations by interests concerned from any part of the United Kingdom, should be addressed to the Secretary, Food Standards Division, Ministry of Agriculture, Fisheries and Food, Great Westminster House, Horseferry Road, London, S.W.1 to arrive not later than September 30, 1964.

Copies of the report may be obtained from H.M. Stationery Office. Price 1s. 6d., by post 1s. 9d.

Imported electric incandescent lamps

THE BOARD OF TRADE have been advised that certain temporary changes made by them by means of an Exemption Direction (a) to the provisions of the Order in Council concerning imported electric incandescent lamps (b) should be confirmed by an amendment to that Order.

This recommendation is contained in the Report of the Standing Committee (General Merchandise) set up under the Merchandise Marks Act 1926. The Committee recommend that in the case of electric incandescent lamps of the following description:

> Electric incandescent projection lamps having a glass bulb, the external surface of which is coated with an obscuring finish except for a clear area for light emission.

the indication of origin should be applied in the following manner:

(i) indelibly stamped, embossed, incised or impressed on the cap of the lamp; and

(ii) indelibly marked on the carton, wrapper or other container in which the lamp is imported, sold or exposed for sale as the case may be.

Copies of the Report, which was published on July 15, as Cmnd., 2413 can be obtained from H.M. Stationery Office, Kingsway, London, W.C.2, and branches, or through any bookseller, price 5d. (by post 7½d.).

Note: Representations to the Board of Trade regarding the marking of imported goods are referred to the Standing Committee (General Merchandise). An affirmative recommendation of the Committee, if accepted by the Board of Trade, is put into effect (subject to approval by Parliament) by means of an Order in Council.

(a) The Merchandise Marks (Imported Goods) No. 2 Order 1928, Part III (S.R. and O. 1928/570 and S.I. 1964/912). (b) The Merchandise Marks (Imported Goods) No.2 Order 1928 (Provisional Exemption) Direction 1964 (S.I. 1964/261).

Marking of imported stationers' sundries

THE BOARD OF TRADE announce that, in pursuance of Section 7 of the Merchandise Marks Act 1926, a Draft Order in Council (The Merchandise Marks (Imported Goods) No. 2 Order 1964) was laid before Parliament on July 14.

This Draft Order, which is being made on the recommendation of the Merchandise Marks Standing Committee, prohibits the importation, sale and exposure for sale of specified stationers' sundries unless they bear an indication of origin in a prescribed manner. It replaces Part III of the Merchandise Marks (Imported Goods) No. 1 Order 1929 (which relates to school rules) and also replaces the Merchandise Marks (Imported Goods) No. 14 Order 1933 (which relates to other stationers' sundries).

The principal changes are as follows:

(a) a wider range of imported stationers' sundries is required to be marked with an indication of origin;

(b) the marking requirements now apply at the time of importation as well as at the time of sale and exposure for sale;

(c) the manner in which the indication of origin is to be applied has been varied.

Copies of the Draft Order can be obtained from HM Stationery Office. Price 3d., by post 5½d.

Note: The Report of the Standing Committee (General Merchandise), set up under the Merchandise Marks Act 1926, recommending this action was published as Cmnd. 2183 in November, 1963.

Marking of imported pencils

THE BOARD OF TRADE announce that, in pursuance of section 7 of the Merchandise Marks Act 1926, a Draft Order in Council (The Merchandise Marks (Imported Goods) No. 12 Order 1933 Amendment Order 1964) was laid before Parliament on July 14.

This Draft Order, which is being made on the recommendation of the Merchandise Marks Standing Committee, amends the Merchandise Marks (Imported Goods) No. 12 Order 1933 by requiring imported pencils and pencil strips to bear an indication of origin at the time of importation as well as at the time of sale and exposure for sale in the United Kingdom.

Copies of the Draft Order can be obtained from H.M. Stationery Office. Price 3d., by post 5½d.

Note: Hitherto, under the 1933 Order, the goods were only required to be marked at the time of sale and exposure for sale in the United Kingdom. The Report of the Standing Committee (General Merchandise), set up under the Merchandise Marks Act 1926, recommending this action was published as Cmnd. 2182 in November, 1963.

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New Books

European Federation of Financial Analysts Societies, Proceedings of the Second Congress, Cambridge, July, 1963 (112 pages. 22s. 6d., from the Society of Investment Analysts, 21 Godliman Street, London, E.C.4). The work of investment analysts is mostly done either for large investing institutions such as insurance companies, pension funds and investment trusts, or for organizations such as stockbroking firms and banks which give advice to the investing public. It requires both a technical knowledge of finance, company law and commercial practice, and a careful regard for the many economic and social factors which may have an effect on the performance of a potential investment. In these proceedings of a conference of European investment analysts, there are reports on many of the areas in which difficulties arise, with suggestions for improvements and explanations of obscurities which will be of interest to everyone who is concerned with the interpretation of current business operations in Europe through the study of company reports and accounts, of share prices, and of the statistics derived from both these sources. Thus one report deals with the reasons why many European company accounts are not consolidated, and makes proposals for a standard form of Profit and Loss account; another gives a 'basic list of information' to be sought in company reports for the information of shareholders; and a third provides a draft set of definitions of terms used in the reports and accounts of British companies. Other papers deal with the various indexes of stock market prices in Europe; national practices in investment and financing tables; comparisons of earnings; the relative merits of 'capital employed' calculations; and the analysis of shares in stores, vehicles, steel and insurance. The purchase price of the *Proceedings* includes a separate 16-page *Concise Bibliography for Investment Analysis in Europe*, in which six member societies of the Federation (the British, Swiss, French, Dutch, Belgian and German) contribute short annotated lists of a few main reference works and periodicals useful to the investment analyst in each country.

The Production and Uses of Natural Graphite, by A. R. Tron. (84 pages. HM Stationery Office, 5s. 6d., by post 5s. 11d.). A comprehensive booklet, published for the Warren Spring Laboratory of the Department of Scientific and Industrial Research, on the processing and uses of natural graphite. The author describes the properties and geographical distribution of graphite throughout the world, and the methods of separation of the various kinds of graphite deposits. He reviews the uses of graphite in industry (mainly in the metallurgical and electrical industries, and for lubricants, pencils and polishes), and gives some data on the questions of prices, production and consumption, and export and import duties. The booklet concludes with a statement of the main problems which impede the expansion of the graphite producing industries, with some broad suggestions for solutions.

Helping Economic Development in Asia and the Far East: The Work of ECAFE, United Nations Office of Public Information (64 pages. 3s., by post 3s. 4d., from HM Stationery Office and Government bookshops). This pamphlet outlines the work of the United Nations Economic Commission for Asia and the Far East since its establishment in 1947, and its future planning for the 28 member countries in the region. It discusses briefly the problems facing these countries (many of them only recently formed), and shows how these are being tackled on a practical, rather than on a theoretical, basis. Two maps show respectively the geographical scope of the Commission's responsibilities, and the proposals for new international highways within the region. There is also a list of representative organizations operating within the framework of ECAFE.

Basic Data for Economic Analysis: Decomposition of Japanese Economic Time Series. Statistics Department, The Bank of Japan, Tokyo (450 pages. Price not given). The Statistics Department of the Bank of Japan has been working out the adjustment of seasonal variations by the United States Census method in some of the principal Japanese economic indicators for some years, and it now includes 40 of the most important seasonally-adjusted series in its *Economic Statistics Monthly*. In this new volume it now presents seasonally-adjusted data covering the years 1953-63 for some 200 series in the fields of money and banking, public finance, industry, foreign trade and foreign exchange, prices, household budgets and labour. In each case monthly and quarterly figures are given, with seasonal adjustment factors, and the trend-cycle and irregular component.

The Model in its Environment: A Progress Report, by Richard Stone (71 pages. Chapman and Hall, 21s.). This volume is Number 5 in *A Programme for Growth*, the series of progress reports on the study of the British economy being undertaken at the Cambridge University's Department of Applied Economics. The first number in the series, *A Computable Model of Economic Growth* (1962. Chapman and Hall, 21s.), described the structure of a model designed to work out the state of the economy at a date well in the future. In the present volume Professor Stone sets this model within a wider framework of political decisions and administrative needs. He describes the progress made in developing the original long-term model, and suggests a method of coupling it with a short-term model concerned with adapting the economy in the 1960's to meet the conditions of steady growth aimed at for 1970. Methods of making the model more detailed are also considered, and the setting up of separate sub-models for different industries is proposed. The general discussion in the report is presented mainly in non-specialist language, but a knowledge of mathematical economics is necessary for a full understanding of the more technical aspects of the discussion.

Monetary Policy for Stable Growth, by E. Victor Morgan (51 pages. Institute of Economic Affairs, 5s.). Another contribution to the continuing debate on the impact of monetary policy on the economy in general comes from the Professor of Economics in the University of Wales, Swansea, and is published as No. 27 in the series of *Hobart Papers*. In a pamphlet which is directed to the student and general reader, as much as to the economist or businessman, he provides a brief survey of the main instruments of monetary policy and the main monetary institutions: bank rate, special deposits, the cash base, the government broker, the banks, insurance companies and so on. He then proceeds to discuss the scope for monetary policy and argues that some critics have exaggerated its limitations. In particular he argues that the prevention of inflation needs to be put higher in the list of policy objectives, and that it is more important for monetary policy to maintain the value of money in the long run than to iron out minor economic fluctuations.

Multiproducts Ltd. 'A Case Study on the Social Effects of Rationalized Production', by Lisl Klein (160 pages, HM Stationery Office, 8s. 6d., by post 9s.). This report, published for the Department of Scientific and Industrial Research, is concerned with the human problems arising from the continuing effects of the application of work study. Its method is the detailed and intensive study of an individual firm, identified pseudonymously throughout as 'Multiproducts Ltd.' The report describes the way in which work study becomes interrelated with the whole field of rationalized management. It examines the attitudes of both operatives and management to various forms of work organization, and studies the rate of their adaptation to innovations. Considerable attention is given to the workers' attitudes to their jobs, to the systems of payments and to the factors affecting their earnings. These human factors are put into perspective by an analysis of the whole structure of the firm, and an account of its production system and technological development.

The Law of General Average, by J. F. Donaldson and others (xxix, 501 pages. Stevens and Sons, 126s.). The 9th edition of R. Lowndes' *Law of General Average* combined with the 4th edition of G. R. Rudolf's *The York-Antwerp Rules*. The fusion of these two standard works first occurred in 1948, with the 7th edition of Lowndes. In this latest edition the texts of both books have been brought up to date, and the whole work has been to some extent replanned to fit it uniformly into the publisher's 14-volume set of *British Shipping Laws*, of which it now becomes Volume 7. It contains its own index, however, as well as the usual preliminary tables of cases, statutes and rulings.

Restrictive Business Practices, Comparative Summary of Legislations in Europe and North America. A notice of this publication of the Organization for Economic Co-operation and Development was included on this page of the *Board of Trade Journal* of July 3. It is now announced that a change has been made in the arrangements for its distribution in the United Kingdom. The book is not on sale from HM Stationery Office, as stated earlier; instead, copies may be obtained free from the Board of Trade Library, 1 Victoria Street, London, S.W.1. (Tel. Sullivan 3400, Ext. 3038).

Other publications

HIGHLIGHTS FROM THE ADVERTISING ASSOCIATION CONFERENCE, Brighton, 1964. 76 pages. 2s. 6d. from the Advertising Association, Bell Yard, London, W.C.2.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,957	—	16,034	15,212	15,212	9,095	3,486	922	688	591	1,205				
1959	103	105	106	105	104	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	115	111	100	129	130	135	137	121	+297	+230	+36	+ 4
1962	112	115	126	122	112	101	127	119	130	140	124	+113	+ 33	+22	+40
1963	116	119	134	128	117	103	129	107	131	144	132	+135	+ 89	+15	+27
1962															
3rd quarter	112	116	127	122	113	101	128	116	134	146	123	+ 57	+ 15	+23	+19
4th quarter	113	115	130	124	114	101	125	111	127	137	124	+ 10	— 9	+ 9	+25
1963															
1st quarter	112	113	129	124	113	101	115	104	126	101	118	— 20	+ 56	—16	— 3
2nd quarter	116	118	131	127	116	102	129	109	128	149	129	+ 42	— 9	+22	— 3
3rd quarter	116	120	136	130	119	105	134	106	130	159	138	— 34	— 33	—19	— 8
4th quarter	122	124	138	131	119	105	139	109	140	166	144	+147	+ 75	+28	+41
1964															
1st quarter		126*		133	120	106	144*	115	143	170	150	+96*	+ 94	— 4	+ 3
1963															
November	..	124	..	..	..	104	..	..	..	..	..	..	..	..	..
December	..	125	..	..	..	106	..	..	..	..	..	..	..	..	..
1964															
January	..	126	..	..	..	107	..	..	..	..	..	..	..	..	..
February	..	126	..	..	..	105	..	..	..	..	..	..	..	..	..
March	..	126*	..	..	..	105	..	..	..	..	..	..	..	..	..
April	..	126*	..	..	..	106	..	..	..	..	..	..	..	..	..
May	..		..	..	..	104	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+121
1962																
3rd quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 18
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 71
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 30
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 14
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	135	132	+ 6
1964																
1st quarter	140*	121*	123·2	+1·5	107·9	124·0	145·8	445	— 5	+42	182	+25	— 5	145	134	— 62
2nd quarter					107·9*	124·5*		355	— 90	—58	230	+48	+33			
1963																
November	133	119	122·2	+2·2	106·5	122·5	143·1	456	+ 8	+19	157	— 3	—16	135	129	..
December	135	117	122·4	+1·8	106·8	122·9	145·1	447	— 9	— 1	155	— 2	—11	142	137	..
1964																
January	136*	119*	123·0	+1·9	107·5	123·7	145·4	471	+ 24	+41	166	+11	— 1	146	123	..
February	137*	121*	123·1	+1·2	108·2	123·9	145·7	451	— 20	+ 2	178	+12	+ 6	144	139	..
March	140*	121*	123·6	+1·5	108·1	124·3	146·2	413	— 38	—19	202	+24	+10	145	141	..
April	146*	123*	124·7	+2·0	108·1*	124·4*	146·7	394	— 19	—20	212	+10	+14	146	127	..
May		126*	125·7	+2·9	107·6*	1245·*	147·0	357	— 37	—23	227	+15	+ 9	144	140	
June					107·9*	124·6*		315	— 42	—33	251	+24	+13			

† NOT seasonally adjusted. * Provisional.

Company accounts show increased profits and expenditure

BETWEEN April 1 and June 30, 1964, the Board of Trade's Statistics Division received accounts from 675 quoted companies for their accounting years ending between April 1963 and March 1964. Four hundred and sixty-one of the accounts (just over two-thirds of the total) related to a year ending in December 1963; thus the accounts can be taken to represent roughly average experience during the calendar year 1963.

The companies whose accounts are analyzed in the present article number just over one-third of all companies engaged mainly in manufacturing and distribution in the United Kingdom whose accounts are analyzed by the Board of Trade (companies with assets of less than £0·5 million are excluded from the analysis) but in 1962 they accounted for over two-fifths of total assets and income. The chemical industry is over-represented compared with the weight it would carry in an annual analysis because of the inclusion of the accounts of Imperial Chemical Industries and Unilever. On the other hand, the drink industry is under-represented here as many of the brewery companies have autumn accounting dates.

Table A shows the pattern of the accounts in the present analysis in terms of their accounting dates and the date the accounts were received by the Board of Trade. Table B shows how the industrial distribution of assets of the companies whose accounts are now analyzed compares with the industrial pattern of quoted companies as a whole.

The trend of company income

The present analysis shows a continuation of the rising trend in profits of quoted companies, first apparent in accounts received in the third quarter of 1963. Gross trading profits of the companies included in this analysis at £1,101 million were 16 per cent higher than they were a year earlier, against the 8 per cent and 12 per cent rise experienced by companies reporting in the December quarter of 1963 and the March quarter of 1964. (The gross trading profits of all companies, as estimated in the national accounts, amounted to £3,884 million in the year ended December, 1963, a rise of 7 per cent over the figure for the previous year).

Each of the individual industry groups for which separate figures are calculated showed increased trading profits over the previous year, but nearly half of the total increase was earned by companies in the vehicle and chemical trades. Profits recorded by the chemical industry rose from £233 million in 1962 to £272 million in 1963, but the greatest proportional increase was shown by the vehicles industry (from £65 million in 1962 to £96 million in 1963). The remaining groups showed increases ranging from £1 million in the case of the clothing and footwear and timber industries to £8 million in the case of the electrical engineering, paper, printing and publishing, and retail distribution industries.

With the increase in trading profits, tax appropriations rose by £44 million, depreciation provisions by £31 million, dividend distribution by £21 million, interest on long-term loans by £5 million, and the amount retained in reserves by £43 million. Depreciation provisions plus the amount retained in reserves (excluding future tax reserves) which together are available to finance companies' expansion, rose by 17 per cent from £448 million in 1962 to £525 million in 1963 and accounted for 45 per cent of gross income, a rather higher proportion than a year ago. Details of the appropriation of company income are shown in Table 1

Increase in company expenditure

Expenditure of quoted companies reporting in the second quarter of 1964 rose by £94 million over the previous year. There were increases of £52 million in the value of stocks and of £41 million in net trade and other credit granted. The amount spent on acquiring subsidiaries rose from £76 million in 1962 to £112 million in 1963, but in the previous two quarters' accounts acquisition expenditure was well below 1962 levels, and in the accounts received during the 9 months to June 1964 has totalled only £177 million against a corresponding figure of £198 million for the same companies in 1962. The largest increases were attributable to the textile, chemical,

Table A. Spread of accounting dates

Number of companies

	Accounting year ending in month shown	Accounts received by Statistics Division in month shown
1963 April-November	45	—
December	461	—
1964 January	61	—
February	38	—
March	54	—
April	10	235
May	1	276
June	5	164
Total	675	675

Table B. Industrial distribution of company assets, 1962

£ million
(Percentage of total in brackets)

Industry	Net assets in 1962 of companies included in present analysis (675 companies)		Net assets in 1962 of all companies included in annual analysis (1,981 companies)	
Chemical and allied	1,660	(28)	2,022	(14)
Electrical engineering	499	(8)	1,050	(7)
Non-electrical engineering	442	(7)	1,162	(8)
Paper, printing and publishing	404	(7)	906	(6)
Vehicles	367	(6)	763	(5)
Food	319	(5)	649	(4)
Retail distribution	311	(5)	947	(6)
Textiles	308	(5)	1,019	(7)
Bricks, etc.	285	(5)	487	(3)
Drink	181	(3)	1,118	(8)
Wholesale distribution	173	(3)	534	(4)
Metal goods, n.e.s.	125	(2)	571	(4)
Other industries	908	(15)	3,407	(23)
Total	5,982	(100)	14,635	(100)

Table C. Uses of funds

£ million

	1962	1963
Increase in value of stocks	11	63
Increase in net trade and other credit	19	61
Expenditure on fixed assets	573	538
Expenditure on acquiring subsidiaries	76	112
Rise in holdings of cash and marketable securities, etc.	13	66
	694	841
Sources of funds		
Additions to provisions and balance retained in reserves	447	547
Increase in amount owing to banks	39	31
Additions to tax and dividend accruals	—27	34
Receipts from issues of ordinary shares	61	86
Receipts from issues of preference shares and long-term loans	123	60
Other items and adjustments	50	82
	694	841

drink and food industries. Expenditure on fixed assets fell by £35 million in 1963; companies reporting up to the end of March 1964 also showed a fall in expenditure on fixed assets compared with a year earlier.

The rise in internally generated funds and the increase in bank loans from £348 million in 1962 to £380 million was more than sufficient to meet the rise in expenditure in 1963, and only £146 million was raised by way of shares and long-term loans compared with the £184 million raised in 1962, while liquid assets by way of cash and marketable securities rose by £66 million. Table C summarises the position, which is shown in greater detail in Table 3.

There was a rise this quarter in contracts for future capital expenditure, from £226 million in 1962 to £255 million in 1963. The largest increase, of £13 million, was attributable to the chemical industry.

Notes: Tables 1-3 present the third analysis of accounts for the 'year' 1963 (with comparable figures for 1962) based on accounts received by the Board of Trade up to the end of June 1964.

The figures are not quarterly in the sense of representing experience during the quarter; a company's accounts relate to a year's experience and the average period reflected in an aggregation of company accounts will depend on the spread of accounting dates represented by the accounts. In general, accounts received in a later quarter represent annual experience centred on a later date than those received in an earlier quarter; but since there is a seasonal pattern

(*Continued on next page*)

Table 1. Quoted Companies—appropriation of Income

Accounts received between April 1 and June 30, 1964. £ thousand

	Manufacturing and Distribution		Manufacturing Industries	
	1962	1963	1962	1963
Number of companies (a)	694	675	510	493
Trading profit (before depreciation and other provisions)	952,698	1,100,984	804,172	929,903
Less provision for depreciation	270,707	302,063	238,863	267,270
Less other provisions	8,882	11,239	4,416	6,005
Trading profit	673,109	787,682	560,893	656,628
Plus income from investments	51,135	56,877	46,150	51,523
Plus other income	1,652	2,084	1,496	1,808
Less interest on long-term liabilities	36,071	40,619	32,256	36,048
Net income (before taxation)	689,825	806,024	576,283	673,911
Less taxation	336,502	380,799	280,798	317,651
Net income (after taxation)	353,323	425,225	295,485	356,260
Plus prior year adjustments:				
Tax	8,961	6,566	7,457	5,307
Other	2,390	—468	2,092	—562
Disposable income	364,674	431,323	305,034	361,005
Less dividends (net):				
Ordinary	173,066	194,239	141,511	159,323
Preference, etc.	14,006	14,211	12,140	12,291
Less share due to minority interest	11,509	13,785	10,554	13,106
Balance retained in reserves	166,093	209,088	140,829	176,285

(a) The 1962 figures include companies which were independent in that year but which were acquired in 1963 by another company in the population.

Table 2. Quoted companies—balance sheet summary

Accounts received between April 1 and June 30, 1964 £ thousand

	Manufacturing and Distribution		Manufacturing Industries	
Balance sheet at end of year	1962	1963	1962	1963
Fixed assets:				
Tangible fixed assets, net	3,402,726	3,661,212	2,884,912	3,064,972
Goodwill, etc.	137,447	154,546	125,748	140,812
Trade investments	330,736	375,898	303,445	343,349
Investment in unconsolidated subsidiaries	13,390	19,512	12,956	19,239
Total fixed assets	3,884,299	4,211,168	3,327,061	3,568,372
Current assets:				
Stocks and work-in-progress	1,993,183	2,061,191	1,709,875	1,763,235
Trade debtors	1,517,551	1,714,660	1,277,632	1,434,734
Other debtors	10,342	16,683	6,710	13,375
Marketable securities	268,099	269,098	231,678	230,776
Tax reserve certificates	58,325	49,199	47,262	38,842
Cash	241,825	317,974	200,562	274,309
Total current assets	4,089,325	4,428,805	3,473,719	3,755,271
Less current liabilities:				
Bank overdrafts and loans	348,429	380,176	279,031	297,832
Trade creditors	1,098,166	1,241,074	881,987	987,231
Other creditors	39,149	39,064	26,132	26,144
Dividends and interest due	121,570	137,822	97,270	111,042
Current taxation	322,023	341,128	277,746	295,501
Provisions	62,533	65,782	41,904	42,119
Total current liabilities	1,991,870	2,205,046	1,604,070	1,759,869
Net current assets	2,097,455	2,223,759	1,869,649	1,995,402
Total net assets	5,981,754	6,434,927	5,196,710	5,563,774
Less future tax reserves	234,860	260,564	197,149	217,461
Less long-term loans	678,874	732,545	601,133	646,982
Less minority interest in subsidiaries	193,622	220,379	176,554	199,760
Shareholders interest in total net assets	4,874,398	5,221,439	4,221,874	4,499,571
Represented by:				
Issued share capital:				
Ordinary shares	1,825,878	2,114,308	1,584,769	1,836,358
Preference, etc., shares	381,973	392,303	327,579	336,780
Capital and revenue reserves	2,666,547	2,714,828	2,309,526	2,326,433
Contracts for capital expenditure not provided for	226,205	254,994	195,862	218,075
Accumulated depreciation on fixed assets	1,744,477	1,939,453	1,544,602	1,738,006

Table 3. Quoted companies—sources and uses of capital funds during year.

Accounts received between April 1 and June 30, 1964. £ thousand

	Manufacturing and Distribution		Manufacturing Industries	
	1962	1963	1962	1963
Sources of funds:				
Receipts from issues of:				
Long-term loans	119,120	50,121	110,147	43,139
Ordinary shares	60,745	85,802	45,218	79,238
Preference, etc., shares	4,272	10,320	3,671	8,889
Total loan and share capital issued	184,137	146,243	159,036	131,266
Increase in amount owing to:				
Banks	39,458	31,050	35,874	17,613
Trade creditors	32,356	138,328	24,544	101,359
Other creditors	—1,289	—798	—2,500	—808
Addition to accruals:				
Tax	—30,714	18,193	—30,604	15,788
Dividends and interest	3,416	15,638	1,478	13,038
Total increase in credit received	43,227	202,411	28,792	147,990
Balance retained in reserves	166,093	209,088	140,829	176,285
Provisions out of income for depreciation, etc.	279,589	313,302	243,279	273,275
Additions to future tax reserves	1,766	25,021	499	19,656
Total addition to reserves and provisions	447,448	547,411	384,607	469,216
Increase in liability to minority shareholders	22,871	8,486	23,303	6,359
Surplus on disposal of fixed assets	18,881	24,614	13,939	20,237
Other receipts on capital account	2,235	2,182	1,509	1,792
Total of other sources	43,987	35,282	38,751	28,388
Total sources of funds	718,799	931,347	611,186	776,860
Uses of funds:				
Expenditure on:				
Tangible fixed assets	475,559	504,945	403,995	427,259
Goodwill and other intangibles	11,073	3,613	9,413	3,388
Trade investments	86,702	29 865	82,950	22,864
Total expenditure on fixed assets	573,334	538,423	496,358	453,511
Increase in value of:				
Stocks	11,254	63,473	896	44,640
Trade debtors	48,961	193,434	38,094	152,531
Other debtors	1,596	5,332	146	5,515
Total increase in stocks and debtors	61,811	262,239	39,136	202,686
Expenditure out of provisions	7,413	7,009	6,014	4,599
Other expenditure on capital account	11,307	8,615	10,565	5,723
Expenditure on acquisition of subsidiaries	76,430	111,559	72,928	101,463
Adjustments due to consolidation	—35,355	—64,717	—29,769	—56,890
Total of other uses	59,795	62,466	59,738	54,895
Total uses of funds	694,940	863,128	595,232	711,092
Balance represented by:				
Increase in holdings of:				
Marketable securities	17,521	16,010	14,194	14,300
Tax reserve certificates	—15,387	—9,022	—14,139	—8,316
Cash	10,668	58,741	5,023	57,309
Residual and other adjustments	11,057	2,490	10,876	2,475
Total balancing items	23,859	68,219	15,954	65,768

COMPANY ACCOUNTS, *continued*

in industrial accounting dates, comparisons between figures published in successive quarters will reflect these seasonal factors as well as the underlying trend. There is also great variability in experience between companies and this can influence the comparisons between figures for different quarters.

The companies included are those with assets of £0.5 million or more or income of £50,000 or more whose shares were quoted on a United Kingdom stock exchange at the end of 1960 and which are mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property and those operating wholly or mainly overseas are not included. Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheet and the profit and loss accounts of subsidiary companies within each group.

The statistics are not therefore confined to activities in the United Kingdom since over one-quarter of the companies are known to have subsidiaries operating overseas whose accounts are consolidated with those of the group. The 1962 figures include companies which were independent in that year but which were acquired in 1963 by another company in the population.

Because of rounding, the total of a row or column may not be exactly equal to the sum of its components.

Detailed figures corresponding to those in the tables accompanying this article for each of twenty-two industry groups will be published in the next issue of the Ministry of Labour's *Statistics on Incomes, Prices, Employment and Production*.

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132,000 foreign visitors in April

NEARLY 132,000 foreign visitors came to Britain in April, six per cent more than in the same month last year, reports the British Travel and Holidays Association. The April arrivals brought the total number of foreign visitors to Britain in the first four months of 1964 to 360,000, which was an increase of 22 per cent on the period.

Visitors from the United States in April numbered 40,870. This was an increase of 24 per cent on the month and brought total United States arrivals in Britain in the January-to-April period to 91,200 – an increase of 20 per cent.

The numbers of visitors from European countries in April rose by one per cent to 80,170, bringing total European arrivals in the first four months of the year to 238,140 – an increase of 25 per cent on the period.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday July 10, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Ski on Water	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29603	18	July 6
The Ride	Contemporary Films Ltd.	National Film Board of Canada	Br/E 29604	7	July 8
Wonderful Life	Warner Pathe Dist. Ltd.	Ivy Productions Ltd.	Br/E 29612	113	July 8
The Moonspinners	Walt Disney Prods. Ltd.	Walt Disney Prods. Ltd.	Br/E 29613	119	July 8
Pathe Pic. Series 495/507:					
Pathe Pic. No. 500	Warner-Pathe Distributors Ltd.	Associated British Pathe Limited	Br/E 29614	8	July 9
Pathe Pic. No. 501	" "	" "	Br/E 29615	8	July 9
Movietone News 1831	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29419	7	July 10
Pathe News 64-55	Warner Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 29530	8	July 10
Pathe News 64-56	" "	" "	Br/E 29531	9	July 10
		FOREIGN			
Portrait of Franz Hals	Contemporary Films Ltd.	The Netherland Government Information Service	F 29605	17	July 8
Fountains of Rome (Aqua di Roma)	" "	" " "	F 29606	12	July 8
Destination Future	" "	" " "	F 29607	20	July 8
Austria, Cradle of Music	" "	Helmut Pfander Filmproduktion PF Vienna	F 29608	30	July 8
Promise of Heaven	" "	The Netherland Government Information Service	F 29609	10	July 8
The Pelicans	" "	Directia Difuzarii Filmelor, Rumania	F 29610	17	July 8
Labyrinth	" "	Film Polski, Poland	F 29611	15	July 8

AMENDMENT TO THE REGISTER:
The playing time of the film 'The Dam Busters' (Br/E20241), registered on April 29, 1955, has been amended to 103 minutes (9,309 ft.).

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WHOLESALE PRICE INDICES

No further rise in material prices in second quarter

AFTER the strong rise last year and early this, prices of materials in the second quarter, were, on average, unchanged. The provisional index of basic materials and fuel used in the non-food sector was 107·9, the same as in the preceding quarter, but some 4 per cent up on a year earlier. It is still not clear however whether the upward trend in materials prices has finally come to an

1 Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1963			1964		1963			1964					
		2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	June	Nov.	Dec.	Jan.	Feb.	March	April	May	June
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	102·1	101·5	106·3	106·9	106·0*	99·6	106·2	106·3	107·3	107·0	106·3	106·4*	105·5*	106·2*
	Basic materials	97·5	96·8	102·1	102·7	101·9*	94·7	101·9	102·1	103·2	102·8	102·1	102·2*	101·3*	102·1*
	Fuel	137·5	137·8	138·5	138·8	138·3*	137·5	138·8	138·6	138·2	§138·2	§138·2	138·5*	138·2*	138·2*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	104·2	104·2	106·1	107·9	107·9*	104·5	106·5	106·8	107·5	108·2	108·1	108·1*	107·6*	107·9*
	Basic materials other than fuel	98·4	98·3	100·4	102·5	102·5*	98·8	100·9	101·2	102·0	102·7	102·9	102·8*	102·2*	102·6*
211 to 229	Materials and fuel used in the food manufacturing industries.	97·5	95·9	106·1	103·9	102·1*	89·6	104·7	104·5	106·2	103·7	101·7	102·3*	101·2*	102·8*
263 to 277	Materials and fuel used in the chemicals and allied industries.	106·9	107·9	109·0	109·9	110·4*	107·3	109·0	109·4	109·8	109·8	110·0	109·7*	110·5*	110·9*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	130·7	130·7	131·4	133·3	134·7*	130·7	131·2	131·9	132·6	133·3	133·9	134·6*	134·8*	134·8*
361	Materials and fuel used in the electrical machinery industry.	120·7	120·9	121·5	122·9	124·2*	120·8	121·4	121·9	122·4	122·8	123·5	124·1*	124·2*	124·2*
Order X	Materials and fuel used in the textile industries	95·6	96·0	100·1	102·4	99·2*	96·3	100·8	100·9	101·8	102·8	102·5	100·7*	98·4*	98·5*
Order XIV	Materials and fuel used in the timber industries	109·6	109·8	111·1	113·1	114·5*	109·7	111·2	111·8	112·5	113·1	113·5	114·3*	114·6*	114·6*
Order XV	Materials and fuel used in the paper industries	105·6	106·9	108·3	109·8	109·9*	105·7	108·7	108·7	109·7	109·8	109·8	109·9*	109·9*	109·9*
Order XVII	Construction materials	121·4	122·3	123·1	124·1	125·4*	121·7	123·1	123·3	123·8	124·1	124·4	125·1*	125·5*	125·6*
Part of Order XVII	House building materials	121·1	122·2	122·9	124·3	125·8*	121·4	123·1	123·3	123·9	124·3	124·7	125·6*	125·9*	126·0*

* Provisional figure. § Revised figure

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1963			1964		1963			1964					
		2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	June	Nov.	Dec.	Jan.	Feb.	March	April	May	June
Orders III to XVI	All manufactured products: Total sales	119·5	119·9	120·8	121·6	122·9*	119·2	120·7	121·0	121·5	121·5	121·7	122·5*	123·1*	123·2*
	Home market sales	119·9	120·2	121·2	122·2	123·7*	119·5	121·1	121·5	122·1	122·2	122·3	123·2*	123·9*	124·0*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	120·8	121·3	121·8	122·8	123·4*	121·0	121·8	122·0	122·6	122·7	123·0	123·3*	123·4*	123·5*
	Home market sales	121·8	122·1	122·6	124·0	124·5*	121·8	122·5	122·9	123·7	123·9	124·3	124·4*	124·5*	124·6*
211 to 229	Products of the food manufacturing industries: Home market sales	113·1	113·5	117·1	117·4	117·2*	110·3	116·3	117·4	117·9	117·7	116·7	117·2	117·1*	117·4*
263 to 277	Chemicals and allied industries: Total sales	102·9	103·6	104·1	104·4	105·2*	103·2	104·1	104·2	104·2	104·4	104·6	105·0	105·2*	105·3*
	Home market sales	104·5	104·7	105·2	105·7	106·5*	104·6	105·1	105·4	105·4	105·7	106·0	106·3	106·5*	106·7*
311 and 312	Iron and steel industries: Total sales	128·7	128·7	128·8	129·0	129·0*	128·6	128·8	128·9	128·9	129·0	129·0	129·0	129·0*	128·9*
	†Home market sales	133·7	133·7	133·8	134·1	134·2*	133·6	133·8	133·9	134·0	134·2	134·2	134·2	134·2	134·2*
Order X	Textile industries other than clothing: Total sales	105·4	105·9	106·8	108·8	109·6*	105·7	106·8	107·3	108·2	108·8	109·2	109·5	109·6*	109·7*
	Home market sales	103·6	104·0	104·9	106·7	107·5*	103·8	104·9	105·5	106·3	106·8	107·1	107·2	107·5*	107·6*
Order XII	Clothing and footwear: Home market sales	110·6	110·8	111·0	111·9	112·3*	110·7	111·1	111·2	111·9	111·9	112·0	112·1	112·4*	112·5*
Order XIV	Timber industries: Home market sales	112·1	112·3	113·3	115·5	116·8*	112·1	113·4	113·7	115·0	115·7	116·0	116·5*	116·9*	116·9*
481 to 483	Paper industries: Home market sales	111·3	111·7	112·2	113·5	114·0*	111·2	112·1	112·4	113·1	113·5	113·7	113·7	114·0*	114·1*
Order XVI	New construction‡	126	126	126	127	127*	126		126			127			127*

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡ Index of building costs figures relate to average for the quarter.

end. The index for the food sector fell in the second quarter markedly below the peak reached at the end quarter of last year; it was still, however, some 5 per cent more than a year ago. Output prices were up a little in the second quarter. The provisional index of home market sales by the non-food sector at 124.5 was about 2 per cent higher than in the second quarter of 1963; most of this increase took place between the fourth quarter last year and the first quarter this. Prices of products of the food manufacturing industries were little changed from the level reached in the first quarter, but drink and tobacco prices rose on average as a result of increased taxes.

Materials and fuel used in broad sectors of industry

The fall of nearly 2 per cent in the index for the food sector in the second quarter was due largely to lower prices for wheat; sugar prices, adjusted for surcharge changes, were higher, on average, than in the first quarter. The indices for the mechanical engineering and the electrical machinery industry rose further, reflecting higher prices for non-ferrous metals and were more than 3 per cent up on a year earlier. Prices of materials used in the chemicals industry also increased further in the second quarter. The rise in the index for the timber industries, largely due to the increase in prices of imported hardwood and softwood, brought the index up to 114.5 compared with 109.6 a year earlier. Prices of materials used in

3 (a). Commodities produced in the United Kingdom — 1954 = 100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 21, 1964. (monthly averages)

	1963		1964		
	June	Dec.	April	May	June
Coal†	151·4	156·2	156·6	151·3*	151·3*
Slates	160·4	161·1	161·1	161·1	161·1*
Salt	114·0	114·0	113·8	113·8	113·8
Flour	112·6	116·2	119·3	119·3	119·3
Sugar, refined	79·6	128·2	129·7	124·7	131·7
Chocolate and sugar confectionery	106·6	107·1	107·9	108·0	108·0*
Beer	107·0	107·6	§112·1	116·6*	116·6*
Tobacco and cigarettes	126·8	126·8	131·9	136·4	136·4
Hard coke	164·0	164·0	164·0	164·0	164·0
Motor spirit, standard grade (including duty)	109·4	109·4	109·4	109·4	109·4
Medium fuel oil (950 secs.)	138·9	138·9	138·9	138·9	138·9
Lubricating oils and greases	128·4	128·4	129·2	129·3	129·5
General chemicals	99·4	99·4	100·0	100·0	100·4*
Pharmaceutical chemicals	65·8	65·6	65·9	65·8	65·8*
Pharmaceutical preparations	98·1	98·1	99·0	99·0	98·8*
Toilet preparations	128·3	130·0	132·8	133·1	133·9*
Paint for building and decorating	113·6	113·5	115·7	115·7	115·7*
Soap	135·3	136·2	137·9	138·0	138·0*
Soapless detergents	100·7	100·7	101·2	102·0*	102·5*
Synthetic resins and plastic materials	77·0	76·8	76·5	76·5*	76·5*
Steel sheets	132·3	132·5	133·0	133·4	133·0
Tinplate	119·8	120·3	120·3	120·3	120·3
Other steel goods (excluding tubes)	133·3	133·6	133·9	133·8	133·8*
Steel tubes	138·8	139·1	140·7	140·8	140·9
Iron castings	143·0	143·7	145·7	145·7	145·7*
Aluminium and aluminium alloy products:					
Extruded and drawn	132·3	136·4	142·2	142·2	142·2
Rolled	122·8	127·0	132·9	132·9	132·9
Castings	132·7	134·2	138·4	139·5	139·5
Forgings	128·7	130·0	133·9	135·5	135·6
Brass, ingot 65-35, B.S. 1400: B3, delivered	97·1	100·2	125·4	123·9	118·2
Photographic paper and films, etc.	123·2	125·3	125·4	125·4	125·4*
Spectacles, etc.	122·4	122·4	125·8	125·8	125·8*
Dental goods	130·8	131·2	135·0	135·6	135·6*
Gramophone records	119·9	138·5	138·5	138·5	138·5*
Domestic electrical appliances	99·9	99·5	101·0	101·0*	101·0*
Perambulators, etc.	122·7	122·7	123·9	123·9	124·4
Tools and implements	138·0	138·6	144·2	144·2*	144·2*
Cutlery	130·0	130·4	131·8	131·9*	131·9*
Cutlery (other than razors and razor blades)	126·5	127·8	131·8	132·1*	132·1*
Spoons and forks	140·9	143·0	147·2	147·2	147·2
Galvanized cisterns, tanks and cylinders	151·1	157·1	157·1	157·1	157·1
Domestic hollow-ware	139·1	140·2	146·3	146·8	146·8*
Domestic gas appliances	110·6	110·6	110·6	112·2	112·2
Cotton yarn	89·0	90·9	93·8	94·8	95·2
Spun rayon yarn	95·0	97·8	100·5	103·8	105·0*
Irish linen yarns (wetspun)	113·6	127·7	133·6	134·5	134·5
Cotton cloth	95·0	96·4	99·2	99·8*	99·8*
Linen	113·2	125·0	127·2	127·8	127·8*
Rayon and acetate fabric	110·9	111·8	113·8	113·9	114·4
Wool tops	89·6	98·4	97·0	92·2	90·8
Worsted yarns	97·3	102·8	101·5	98·3	98·8
Harris tweed	102·8	108·3	108·3	108·3	108·3
Serge cloth	96·5	101·4	103·1	102·6	102·4
Jute yarn	104·2	104·2	107·7	107·7	107·7
Jute piece-goods	106·2	112·4	112·4	112·4	112·4
Rope, twine and net	120·7	126·3	128·2	128·2	128·5*
Hosiery and other knitted goods	96·5	97·5	97·9	98·1*	98·5*
Carpets and rugs	119·4	119·4	127·4	127·4	127·4
Canvas goods and sacks	103·9	98·2	97·7	99·2	99·2*
Leather for footwear	104·1	105·0	104·3	104·6*	104·8*
Travel goods	118·7	120·0	123·6	124·7	124·7
Made-up clothing	109·7	110·4	111·2	111·5*	111·6*
Weatherproof outerwear	101·9	102·0	102·3	102·6	102·6*
Men's and boys' tailored outerwear	111·2	111·9	113·0	113·0	113·0*
Women's and girls' tailored outerwear	108·0	109·3	109·8	110·2	110·4*
Women's and girls' light outerwear	108·5	109·2	109·5	109·6*	109·7*
Footwear (excluding rubber)	112·3	112·2	113·1	113·5*	113·5*
Refractory goods, including bricks	144·6	145·4	145·4	145·4	145·4
Non-refractory goods, including bricks	124·5	126·7	128·9	129·1*	129·1*
Building bricks, common, other than fletton, *ex works.*	126·6	128·0	131·2	131·5*	131·5*
Building bricks, fletton common, *delivered.*	115·8	119·3	119·3	119·3	119·3
Electrical porcelain	123·8	128·4	128·4	128·4	128·4
Domestic china and earthenware	136·3	136·3	139·5	139·1	139·2
Glass (other than containers)	129·0	132·8	133·1	133·1*	133·1*
Glass containers	118·4	118·4	118·4	118·4	118·4

* Provisional figure. † This index is based on prices ruling on the last day of the month.
§ Revised figure.

the paper industries were little changed in the second quarter at a level some 4 per cent higher than in the comparable quarter of 1963. The index for the textile industries fell by some 3 per cent, lower wool prices being the major factor in this fall: compared with a year earlier however the index was up by more than 3 per cent.

The indices for construction materials and for house building materials rose further and both were some 3 to 4 per cent more than in the second quarter of 1963.

Output of broad sectors of industry

The price index for the products of the food manufacturing industries was little changed in the second quarter from the first quarter level after the sharp rise in the final quarter of last year and some 3 per cent up on a year earlier. The indices for each of the other broad sectors of industry, apart from iron and steel, increased in the second quarter; they were also higher compared with a year earlier, the increases varying, from less than 1 per cent in the clothing and footwear index to more than 4 per cent in that for timber.

The provisional index of new construction is unchanged in the second quarter, about 1 per cent up on a year earlier.

3 (a). (*Continued*). Commodities produced in the United Kingdom — 1954 = 100

(monthly averages)

	1963		1964		
	June	Dec.	April	May	June
Cement, delivered	120·0	124·4	124·5	124·5	124·5
Abrasive paper and cloth	126·9	128·7	128·7	128·7	128·7
Cast stone and cast concrete products	108·9	111·1	112·8	112·8	112·8*
Home-grown hardwood	101·5	101·5	102·2	102·4*	102·2*
Domestic furniture	116·3	116·7	119·3	119·8	119·9*
Bedding, etc.	109·1	109·1	110·3	111·3	111·4
Wooden boxes, packing cases, crates, etc.	115·4	116·1	118·4	119·1	119·1
Paper and board	109·5	110·9	112·2	112·2*	112·3*
Cardboard boxes, cartons and fibreboard packing cases.	110·0	110·9	112·0	112·6	112·6*
Wallpaper	131·2	131·7	133·8	133·8	133·8
Paper bags	112·2	118·4	118·4	118·4	118·4
Manufactured stationery	119·3	118·4	119·6	119·6	120·3*
Other manufactures of paper and board	102·2	103·9	105·6	108·1	108·1*
Rubber tyres and tubes	123·4	123·4	123·4	123·4	123·4
Rubber goods (other than tyres and tubes)	115·9	114·9	115·6	115·6*	116·2*
Rubber footwear	125·9	125·9	125·9	125·9	125·9
Linoleum and felt base	130·9	131·1	135·5	135·5	135·5
Brushes and brooms	135·2	135·2	138·8	138·8	138·8*
Toys and games	119·0	119·0	121·0	121·0*	121·0*
Sports equipment	133·8	134·0	133·4	133·4	133·4*
Pens and pencils	114·0	114·0	112·3	112·3*	112·3*
Other stationers' goods	126·9	126·9	130·3	130·3	130·3
Plastic mouldings	103·5	103·2	103·8	103·5*	103·5*

* Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom — 1954 = 100

(monthly averages)

	1963		1964		
	June	Dec.	April	May	June
Hides and skins	76·7	77·8	80·1	80·8	79·7*
Imported	84·1	85·1	90·0	89·8	88·0
Native	65·7	66·8	65·3	67·2	67·2*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	115·4	117·9	123·1	123·1	123·1
Copper, ex-ship, wharf or warehouse†	94·2	94·8	125·5	120·8	117·9
Lead, ex-ship, wharf or warehouse†	67·4	77·1	85·3	91·7	92·7
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent., settlement price	126·0	140·3	144·9	146·5	164·5
Zinc, ex-ship, wharf or warehouse†	97·0	121·0	138·5	159·1	165·6
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	111·4	115·2	119·4	120·5	124·1*
Palm oil, c.i.f., in bulk	95·2	100·3	101·2	100·1	100·6*
Whale oil, acid, soft, naked, ex-works	69·5	69·5	72·9	75·1	77·2*
Pyrites, c.i.f., United Kingdom ports	59·4	59·4	60·0	60·4	62·4
Rubber, No. 1 R.S.S. one month future	109·7	99·4	102·7	102·0	101·7
Sulphur, crude (for acid making), c.i.f.	67·8	65·6	62·9	62·9	62·9
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	153·1	158·0	158·7	160·6	157·6
Cotton, raw	71·3	72·4	73·0	72·9*	72·6*
Jute, raw, 'Mill Lightnings', c.i.f. Dundee	120·2	120·5	120·5	118·6	118·3*
Jute, raw, 'Mill Hearts', c.i.f. Dundee	113·0	114·8	115·5	114·5	114·7*
Silk, raw, delivered mill	153·1	124·2	111·8	114·9	117·2*
Sisal, East Africa No. 1 Grade, c.i.f. London	172·7	172·7	172·7	172·7	172·7
Wool, raw	89·1	98·2	97·4	91·1*	91·7*
Crossbred, medium and coarse, c.i.f. U.K.	96·4	115·5	115·1	107·6	106·3
Crossbred, fine, c.i.f. U.K.	91·1	101·6	100·2	93·7	94·1
Merino, c.i.f. U.K.	85·5	89·2	87·5	80·8	82·4
Timber:					
Imported hardwood (ex-yard or wharf)	109·5	111·6	111·7	112·4	112·8*
Imported plywood (delivered to consumers)	99·9	100·5	101·6	101·8	101·8*
Imported softwood (delivered to consumers)	104·5	108·0	112·7	113·0	113·1
Woodpulp, imported	94·1	98·7	100·3	100·3	100·3

* Provisional figure.
† L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

The notes on index numbers of wholesale prices (1954 = 100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 21, 1964.

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7299 or 7216.

Production in the cotton industry

THE VOLUME OF production in the cotton industry in May was 2 per cent more than in May 1963.

Statistics issued by the Cotton Board show that in the five months January to May the output of single yarn, and he amount of yarn doubled were each 5 per cent more than in the same period last year. The yardage of cloth woven was 3 per cent more.

(All figures are weekly averages)

	Single-yarn (*a*)		Double-yarn		Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Million lb.				Million lin. yds.	
1958‡	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1963	9·40	2·44	2·53	2·06	19·5	10·8
1963 January*	9·58	2·37	2·52	1·99	19·3	11·0
February	9·90	2·50	2·56	2·10	20·2	11·5
March	9·94	2·57	2·68	2·10	20·4	11·8
April	8·96	2·30	2·48	1·99	19·0	10·8
May*	10·21	2·63	2·76	2·31	20·9	11·4
June	8·31	2·20	2·31	1·77	19·7	10·7
July*	7·59	1·82	2·16	1·94	13·7	8·0
August	9·61	2·45	2·38	2·05	20·5	10·3
September	9·16	2·42	2·47	2·01	19·5	10·4
October*	10·22	2·75	2·74	2·22	21·2	11·5
November	10·31	2·85	2·81	2·26	21·7	11·8
December	9·00	2·50	2·42	1·90	18·7	10·3
1964 January*	9·94	2·74	2·65	2·21	20·1	11·5
February	10·22	2·89	2·73	2·30	21·1	12·1
March*	9·39	2·63	2·49	2·15	19·5	11·3
April	10·35	2·94	2·79	2·45	21·1	12·5
May	10·23	2·87	2·70	2·42	20·7	12·1

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
* Average of five weeks. ‡ 53-week period.

Output of the wool textile industry

THE VOLUME OF production in the wool textile industry in May was 7 per cent less than in the corresponding month last year; the comparison, however, may be affected by the changing date of Whitsun, which last year fell in June.

Figures issued by the Wool Industry Bureau of Statistics show that, if allowance is made for the length of the working month, production of tops was 14 per cent less and deliveries of worsted yarn 2 per cent more than in May 1963. Deliveries of woven fabrics (excluding blankets) were 6 per cent more than a year earlier.

	Consumption	Production			Deliveries		
	Raw wool (clean weight)	Tops (*a*)	Woollen yarn (*b*)	Worsted yarn	Woven fabrics (exculdingblankets)(*c*)		Blankets (*b*)
					Woollen	Worsted	
Quarterly average	Million lb.				Million sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1963 1st quarter	121·6	80·9	80·0	60·9	40·5	39·8	9·1
2nd quarter	118·7	79·5	79·0	58·9	42·2	35·5	7·1
3rd quarter	102·8	68·8	71·0	55·8	46·5	34·3	8·5
4th quarter	114·9	74·7	83·0	64·2	47·6	39·1	10·3
1964 1st quarter	117·9	77·9	84·0	61·9	41·9	39·1	8·4
1963 Mar.	40·9	27·2	..	20·2	12·6	13·0	2·7
April	38·6	26·0	..	18·8	12·1	11·2	2·6
May	44·4	29·8	..	22·3	15·9	13·6	2·5
1964 Mar.	37·2	24·7	..	19·7	12·7	12·5	2·2
April	39·8	25·9	..	20·7	14·2	12·8	2·1
May	33·8	21·2	..	18·8	14·5	11·4	2·0

(*a*) Including hair. (*b*) Estimated. (*c*) Woven, woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Orders in the textile and clothing industries

THE VOLUME OF orders-on-hand at the end of May 1964 in the textile and clothing industries considered as a group was 2 per cent more than at the end of April. Compared with a year earlier deliveries in May were 2 per cent more but the rate of receipt of net new orders was 1 per cent less; the comparison, however, may be affected by the varying incidence of Whitsun, which last year fell in June.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (*c*)	Deliveries (*c*)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1963 1st quarter	100	95	94
2nd quarter	105	96	93
3rd quarter	100	89	93
4th quarter	117	118	102
1964 1st quarter*	121	102	99
1963 March	100	103	102
April	101	91	90
May	105	105	94
1964 March*	121	98	97
April*	123	106	100
May*	126	104	96

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting section of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
* Provisional.

Retail stocks in May

THE VALUE of retail stocks at the end of May was 4 per cent higher than the corresponding year earlier figure, compared with increases of 6 per cent in April and 4 per cent in March. After allowing for seasonal factors, the level of the value of stocks in May was little different from the level of April.

In volume terms, stocks showed an increase of 2 per cent compared with a year earlier.

Estimates of changes in total retail stocks
(At cost at end of month). Index numbers (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1956	96	100	101	102	102	100	97	95	101	109	114	100
1957	100	105	107	109	110	107	104	103	107	117	123	107
1958	105	109	111	112	112	109	106	106	110	119	123	109
1959	108	111	112	114	115	114	111	109	114	123	129	115
1960	113	119	123	124	126	125	120	118	123	131	136	120
1961	119	124	129	131	132	131	126	124	128	136	142	125
1962	124	128	135	137	139	135	132	130	133	144	151	133
1963	130	134	142	142	143	139	135	133	135	147	157	137
1964	139	141	147	150	149							
1961	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	+4
1962	+5	+3	+5	+4	+6	+2	+4	+5	+4	+6	+7	+7
1963	+5	+4	+5	+4	+3	+3	+2	+2	+1	+2	+4	+3
1964	+6	+5	+4	+6	+4							
(b) At constant (Dec. 1956) prices												
1956	99	103	103	104	103	101	98	96	102	110	115	100
1957	100	104	106	108	109	106	113	102	106	115	121	105
1958	104	107	109	110	110	107	104	104	108	117	121	107
1959	106	109	110	113	113	113	110	108	112	121	127	113
1960	111	117	122	122	124	123	117	116	120	128	133	117
1961	116	121	125	127	127	126	121	118	122	129	134	118
1962	117	121	127	129	130	125	122	120	123	133	139	122
1963	121	123	131	131	132	129	124	122	124	135	144	126
1964	127	128	134	136	134							
1961	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	nil
1962	+1	nil	+2	+2	+2	+1	nil	+2	+1	+3	+4	+4
1963	+3	+2	+3	+2	+2	+3	+2	+2	+1	+2	+3	+3
1964	+5	+4	+2	+4	+2							

(A description of the basis and construction of these estimates was given on page 1288 of the *Board of Trade Journal* of December 19, 1958).

Sales by wholesale textile houses

DURING the month of April, sales by wholesale textile houses were 8 per cent higher than a year earlier but declined during May, when they were 6 per cent lower than in May last year.

The value of stocks held by wholesale textile houses was 6 per cent higher at the end of April and 7 per cent higher at the end of May, compared with the corresponding dates a year ago.

Notes;

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to: The Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1962 Year	105	—2	..	..
1963 Year	108	+ 3	..	..
1963 1st quarter	92	— 3	139	Nil
2nd quarter	98	Nil	127	Nil
3rd quarter	107	+ 7	143	+2
4th quarter	137	+ 6	118	+5
1964 1st quarter	100	+ 9	145	+4
1963 October	158	+ 9	128	—1
November	133	+ 1	129	+1
December	121	+10	118	+5
1964 January	76	+ 9	124	+4
February	96	+13	140	+3
March	127	+ 5	145	+4
April	109	+ 8	139	+6
May	98	— 6	140	+7

Analysis by department

Percentage of corresponding values for 1963

	Sales (b)		Stocks (b)
	May	Jan.-May	At end of May
Women's knitted outerwear, blouses and skirts	113·3	119·3	116·5
Women's coats, costumes, furs and raincoats	86·2	99·8	128·0
Women's underwear	81·2	94·1	91·3
Women's hose and children's socks	95·0	100·7	145·1
Women's millinery	87·3	101·1	86·3
Haberdashery, ribbons and wool	83·2	87·7	94·2
Children's wear	97·7	107·3	103·9
Men's and boys' shirts, pyjamas and outfitting	88·2	109·2	105·1
Gloves	68·1	94·2	118·3
Piece-goods and nets	134·2	112·7	86·8
Household textiles	92·9	99·7	105·9
Floor-coverings, furniture and hardware	93·7	114·6	101·3
Grand total (a)	93·6	105·2	106·9

Notes:
(a) Including some items not included among the sub-headings. (b) Valued at cost.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Some of the members of a party of Indian journalists who recently saw engine and vehicle production at the United Kingdom factories of Leyland Motors Ltd. They also inspected examples of the new trucks which Ashok Leyland is to produce in Madras.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949, the undermentioned Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	June 16, 1964	
891,295	United States Steel Corporation	Hot-dip coating strands.
933,230	United States Steel Corporation. Patent of Addition to No. 891,295.	Hot-dip coating strands.
	June 18, 1964	
841,879	Armstrong Whitworth (Pressings) Ltd.	Thermostatically controlled gas valves.
850,609	Institut de Recherches de la Siderurgie	Blowing pulverized materials in a converter.
851,228	Institut de Recherches de la Siderurgie	Blast boxes for converters.
861,047	Institut de Recherches de la Siderurgie	Efficiency of the blow in Thomas Converters.
863,018	Institut de Recherches de la Siderurgie	Continuous pre-joining of molten pig iron.
	June 19, 1964	
806,237	Gevaert Photo Producten N.V.	Photographic paper manufacture.
861,733	Etablissements F. Potain & Cie.	Tower cranes.
885,544	Power Jets (Research & Development) Ltd.	Temperature measuring device.
911,011	Girodet, H. M.	Systems for stocking suspenders, etc.
	June 22, 1964	
848,035	Dick, F.	Bunching machines.
866,254	Commissariat a l'Energie Atomique	Cooling control rods of nuclear reactors.
866,368	A. G. Brown Boveri & Cie.	Air blast circuit breaker.
869,539	Commissariat a l'Energie Atomique	Introducing fuel rods from nuclear reactors.
872,741	Commissariat a l'Energie Atomique	Valves for controlling gas streams.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement of Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General

The Patent Office.

Offer of industrial art bursaries, 1964

THE ROYAL SOCIETY OF ARTS has announced particulars of the industrial art bursaries being offered for award by the Society in the 1964. Industrial Art Bursaries Competition.

Inquiries regarding these Bursaries should be addressed to: The Assistant Secretary (Bursaries), Royal Society of Arts, John Adam Street, Adelphi, London, W.C.2.

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Turnover in catering trades in May

THE TOTAL turnover of the catering trades in May was 15 per cent higher than a year earlier compared with an increase of 6 per cent for March and April taken together. The large increase in May is probably due, at least in part, to the fact that Whitsun was in May this year and in June last year. Higher prices, particularly for alcoholic drinks, may also have been a contributory factor. During the first five months of this year turnover was 9 per cent higher than in the corresponding period of last year but this large increase reflects in part the poor experience of the catering trades in the first two months of 1963.

With the exception of canteens and catering contractors, each of the kinds of business shown separately in the table showed a significant increase in turnover in May compared with a year earlier. In particular, turnover by licensed hotels and holiday camps showed an 18 per cent increase while sales by public houses were 17 per cent higher than in May 1963. The turnover of canteens and catering contractors was, however, only 2 per cent higher in May this year than in May, 1963 compared with an increase of 4 per cent in March and April taken together over the same two months last year but it seems probable that Whitsun in May this year may have reduced canteen takings.

Catering trades

Index numbers of turnover per week and percentage changes on a year earlier

1960 = 100

Kind of business (Turnover in 1960 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1960	100	83	102	115	101	82	81	85	96	98	111	118	120	107	97	91	111
	1961	107	90	109	124	108	87	88	94	101	108	115	124	130	118	106	98	117
	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963	117	96	119	134	119	94	93	100	111	113	130	136	142	126	118	109	126
	1964		105				104	102	109	115	130							
	1963	+4	+1	+4	+4	+6	Nil	—2	+4	+3	+3	+4	+5	+5	+4	+6	+7	+6
	1964	+9(a)	+10				+11	+10	+9	+3	+15							
Licensed hotels and holiday camps (£169 million)	1960	100	67	105	139	89	65	65	72	91	97	123	141	150	128	105	77	86
	1961	107	72	112	149	95	66	68	78	95	107	130	149	161	138	113	82	91
	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963	118	76	124	167	107	69	72	85	103	113	149	169	184	151	128	94	100
	1964		86				79	82	97	108	133							
	1963	+5	Nil	+4	+6	+9	—3	—2	+2	+5	+3	+5	+5	+8	+4	+10	+7	+8
	1964	+12(a)	+13				+15	+13	+13	+5	+18							
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1960	100	84	103	120	93	82	82	86	94	97	115	124	130	108	95	91	94
	1961	106	90	109	126	99	88	88	94	100	108	117	127	138	116	101	97	98
	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963	114	94	117	135	109	89	92	99	108	110	129	134	147	125	112	106	109
	1964		101				97	99	106	111	126							
	1963	+4	Nil	+4	+4	+7	—3	—2	+4	+4	+4	+5	+3	+4	+5	+6	+6	+9
	1964	+8(a)	+8				+9	+8	+7	+3	+14							
Public houses (£711 million)	1960	100	83	102	110	106	82	81	85	98	97	108	114	114	102	95	91	126
	1961	109	92	108	120	114	89	90	95	103	109	112	120	126	115	106	99	133
	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963	118	98	119	130	125	98	94	101	115	113	128	133	137	122	119	112	141
	1964		109				111	105	113	116	132							
	1963	+3	+1	+3	+4	+6	+1	—3	+4	+1	+3	+3	+5	+4	+4	+5	+7	+5
	1964	+10(a)	+12				+13	+12	+11	+1	+17							
Canteens and catering contractors (£102 million)	1960	100	104	97	93	106	105	106	102	95	102	94	94	85	99	106	110	103
	1961	105	108	103	99	111	109	108	105	104	104	102	103	87	105	110	115	109
	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	118	110
	1963	115	120	113	106	119	119	122	120	111	119	111	108	96	112	118	125	115
	1964		120				119	122	119	124	121							
	1963	+6	+7	+7	+4	+6	+5	+6	+8	+7	+7	+6	+6	+6	+2	+5	+6	+5
	1964	+2(a)	Nil				Nil	Nil	—1	+12	+2							

(a) Cumulative figure for January to May compared with corresponding period of 1963.

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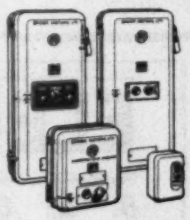

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ACASTER MALBIS COLLECTIVE SALE

4 miles from York

WALKER, WALTON & HANSON

will **SELL BY AUCTION** on

WEDNESDAY, 29th JULY, 1964

CIVIL ENGINEERING PLANT AND EQUIPMENT,

MOTOR VEHICLES, SPARES, AGRICULTURAL TRACTORS AND IMPLEMENTS, ETC.

750 Lots

including:

EXCAVATORS by BLAW KNOX "HYDRA-SCOOP", CATERPILLAR "TRAXCAVATOR", INTERNATIONAL, J.C.B., MASSEY FERGUSON, PRIESTMAN, RANSOMES & RAPIER ("410" "423") and RUSTON BUCYRUS ("10RB", "19RB", "24RB", "37RB"), TRACTORS and ANGLE-DOZERS by CATERPILLAR, DAVID BROWN, FOWLER, INTERNATIONAL and VICKERS, LOADING SHOVELS by BRAY, CHASESIDE, J.C.B., JOHN DEERE "1010", MASSEY FERGUSON and WEATHERILL, TRENCHERS by ALLEN PARSONS, BARBER GREENE and CLEVELAND, GRADERS and SCRAPERS by CATERPILLAR, BLAW KNOX and RUSTON, 7 ton and 10 ton DERRICKS by ANDERSON GRICE and BUTTERS, MOBILE CRANES by COLES, HYSTER and NEALS, 10 ton OVERHEAD CRANE by ANDERSON GRICE, VOGELE STABILIZER, ROAD ROLLERS, DUMPERS by G.F., LINER, MUIR HILL, ROB ROY and THWAITES, HUBER ROLLERS.

also

BATCHING PLANTS, MIXING PLANT, CONCRETE MIXERS by BLAW KNOX, ROB ROY and STOTHERT & PITT, EXCAVATOR PARTS including BACK ACTER, FACE SHOVEL and TRENCHING EQUIPMENT by ALLEN, PRIESTMAN, RANSOMES & RAPIER and RUSTON BUCYRUS, TUNNEL WAGONS (3' Gauge), MINING EQUIPMENT, CONCRETE BUCKETS, GENERATORS, ENGINES by J.A.P., LAND ROVER, LISTER, PETTERS and ROLLS ROYCE, COMPRESSORS, WELDERS, MOTORS, PUMPS, WINCHES, TYRES, CONTRACTORS TOOLS

and

HYDRAULIC TIPPERS, TRUCKS, VANS, TRAILERS, LAND ROVERS, MOBILE WORKSHOP, FORK LIFT TRUCKS

also

COMBINE HARVESTERS by CLAAS, INTERNATIONAL and RANSOMES, TRACTORS, TRAILERS, BALERS, POTATO LIFTERS, HARROWS.

SALE COMMENCES AT 10.30 a.m.

FOR VIEWING DATES AND TIMES SEE CATALOGUE

CATALOGUES MAY BE OBTAINED FROM THE 15TH JULY ONWARDS FROM THE AUCTIONEERS' OFFICES:- DEPT. A2, BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM. (Tel. Nottm. 54272/10 lines.)

MINISTRY OF TRANSPORT

SALE OF STORES

The Minister of Transport has for disposal the undermentioned items "ex stores":

BEDDING ITEMS (MATTRESSES, I.S., AND FIBRE FILLED, SHEETS, ETC.)
TOWELS
BOILERS ELECTRIC - 110 V.D.C. AND STEAM
BED BOTTOMS CANVAS AND LACINGS
TABLES - WARERITE TOP, CIRCULAR AND SQUARE
MISCELLANEOUS ITEMS

2. The stores are at the Sea Transport Stores Depot, Chipping Sodbury, Bristol, Tel. No. Chipping Sodbury 2346, and may be inspected between the hours of 10 a.m. and 4 p.m. from Monday to Friday by arrangement with the Stores Officer.

3. Application for a detailed list of the stores available and for forms of tender should be made, in writing forthwith, to the Ministry of Transport, Room 13/12, St. Christopher House, Southwark Street, London, S.E.1.

K. A. B. SAMPSON

Signed by Authority of the Minister of Transport at St. Christopher House, Southwark Street, London, S.E.1, this 3rd day of July, 1964.

ABSTRACT CALLIGRAPHIC RENDITION OF MT. FUJI

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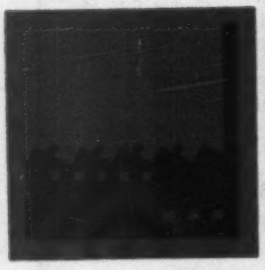
Sales per employee £21,500

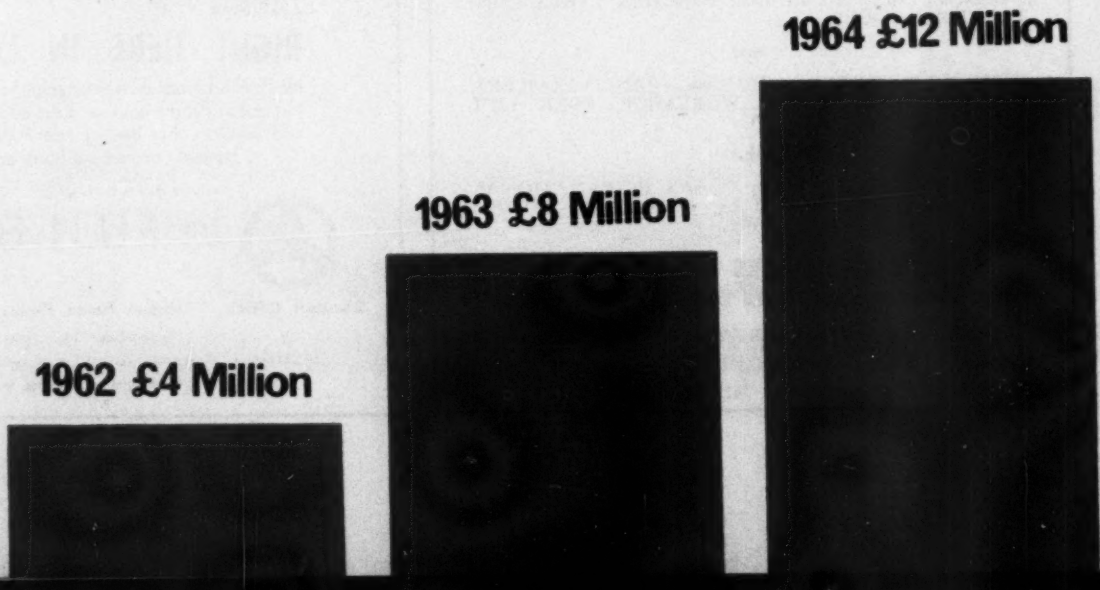


Sales per sq. ft. factory space £72

£

Return on Capital Investment ... %

Sales turnover 1962/4



JCB business comment No.6

why is JCB successful ?

J. C. Bamford, chairman and managing director of J. C. Bamford (Excavators) Ltd., says:

"because the JCB team is young and highly efficient."

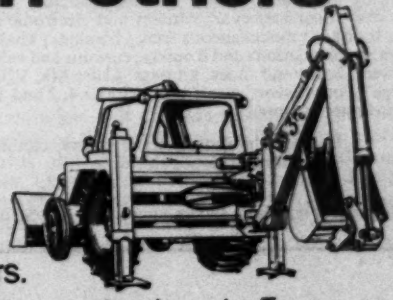
Many people ask us how we do it. The answer is simple. We are efficient. We have geared ourselves to operate at the speed and efficiency necessary for success.

Look at the figures opposite. Can you match them? How many British companies can match them? And how often is this due to inefficiency, out of date methods, poor management, worn out machine tools and lack of forward planning?

British business must wake up and take a good look at itself. Only by organising for maximum efficiency will individual companies be successful in this competitive age.

JCB has done it - so can others

JCB®



Western Europe's leading manufacturer of hydraulic excavators.
Applications for JCB distributorship are invited from progressive organisations in Europe.

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
July 20, 21, 22	The sale will include 10 timber and brick huts, cable, underground tanks and miscellaneous equipment.	Royal Air Force Stations, Hemswell, Bardney, Caister, Coleby Grange and Ludford Magna.	John H. Walter & Sons (AFD1), 9/10 The Cornhill, Lincoln. (Tel. Lincoln 25454).
July 23 .	167 acres of land to be offered for sale by auction in 7 lots including two T.2 hangars and other buildings, suitable for use as a storage depot.	Gamston Airfield, Retford, Notts. . .	Crampton, Sooby and Eastgate (AFD1), West Gate, Mansfield, Notts. (Tel. Mansfield 5717).
July 27 .	The sale will include 21 timber, Nissen and Seco huts, brick and concrete buildings, lamp standards, cable, telegraph poles, 3,000-gallon fuel tank, 3 x 250-gallon water tanks and miscellaneous stores.	Royal Air Force Station, North Pickenham .	W. S. Hall & Palmer (AFD1), Watton, Thetford, Norfolk. (Tel. Watton 207).
July 29 .	Situated in a development area, the former airfield comprising 772 acres or thereabouts with indication of planning permission for the industrial development of the whole or part. Two hangars (F and J types) and several other useful buildings *in situ*. Water and electricity close by. The airfield is served by good metalled roads.	Pembrey Airfield, Carmarthenshire (just off the A484 Llanelly-Kidwelly road. Llanelly 5 miles, Carmarthen 14 miles).	Stephenson & Alexander (AFD1), 5 High Street, Cardiff. (Tel. Cardiff 26316).
July 30 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).
July 31 .	The sale will include one T2 hangar, 5 Butler sheds, 25 Nissen huts, 4 Quonset huts, 14 Seco huts, 4 sectional huts, various oil storage tanks on bricks, 1 x 2,000-gallon underground storage tank, cable and poles, lamp standards and miscellaneous stores.	Royal Air Force Station, Bruntingthorpe .	Shakespear, McTurk & Graham (AFD1), 17 Wellington Street, Leicester. (Tel. Leicester 23987-9).
Aug. 13 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD1), Botchergate, Carlisle. (Tel. Carlisle 26292).
Aug. 19 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley, Royal Air Force Stations Upavon and Hullavington.	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

The above sale will include generators, diesel engines, transformers, marine engines, winches, marine tanks, marine spares, medical and X-ray equipment, hand tools, M.T. and aircraft tyres and spares, mobile cranes, dinghies, various clocks, furniture, including tables, chairs, lockers, wardrobes and cupboards, mattresses, cases, acetate and miscellaneous equipment.

Sept. 4 .	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son (AFD1), 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

TENDER SALE

Tenders are invited for the purchase and removal of hoists, radiators, boilers, heating and ventilating systems, switchgear, heating and lighting equipment, underground cable, compressed air pipelines, ducting, termination pillars, covers, frequency changers, no-break sets, etc., at Dunholme Lodge, near Lincoln.

Apply within seven days of the date of this notice to Ministry of Defence (AFC 19a – Air), Turnstile House, London, W.C.1, for tender form.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
July 21-23 .	Vehicles, earthmoving, road making and lifting equipment, trailers, plant ancillaries and spares, motor cycles, etc.	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
July 23 .	Plant, engineering and electrical stores, wireless and telephone spares.	Technical Stores Sub-Depot, Wem, Salop. .	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel. 2081).
July 28-30 .	Vehicles, industrial equipment, machine tools, pocket watches and miscellaneous stores, including:	Ordnance Disposal Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

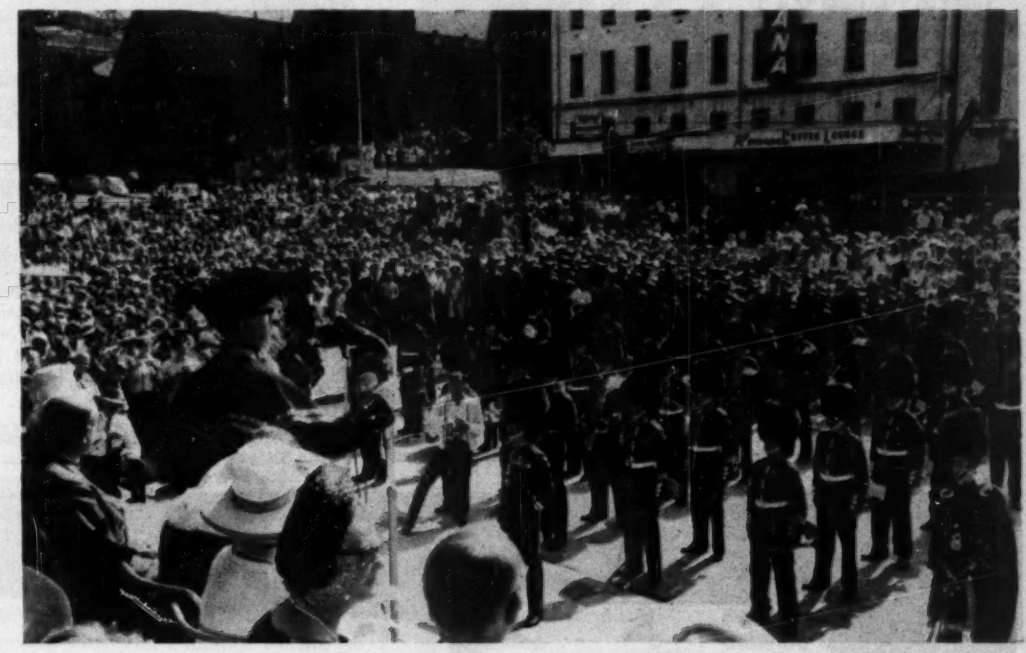
Radial and other drills; grinders; milling machines; S.S. and S.C. capstan, screwcutting and other lathes; Brown & Sharpe auto screw machines; 6 in. pipe screwing machines; double seaming machine; injection moulding machine; woodworking machinery; 2 Sigmund-Rolls Royce diesel centrifugal pumping sets; roller conveyor; wireless and electronic equipment and stores; 3,000 pocket watches; 14,000 steel helmets; large quantity of miscellaneous furniture; tool kits; miscellaneous tools; blankets; khaki and other shirts; drawers; blouses various; battledress trousers; greatcoats; jersey pullovers; cap comforters; pyjama jackets and trousers; curtains and valances; 400 carpets; 12 tons of old carpet; 75 rolls stair carpet; 20 tons mixed rags; 8 tons old webbing; canvas covers; boots and shoes; kit bags; Coles Mk. VII, 5 tons petrol electric diesel lorry mounted crane; Ford 'Anglia' and 'Popular' saloons; Austin A50 'Cambridge', Ford 'Escort' estate cars; Morris 4, 2 and 1 ton trucks; Bedford 10/12 cwt. utilicon vans; Hillman 'Husky' utility vans; Land Rover trucks and other miscellaneous stores.

Aug. 25 .	Engineering and electrical spares, clothing and miscellaneous stores.	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

Exhibitions and Fairs

British Exhibition Australia 1964 will be Britain's biggest overseas promotion



Enthusiastic crowds at the opening of the recent British Week in Brisbane

The British Exhibition Australia 1964 (and the British Fortnight, Sydney) from September 25 to October 10 will be the first British exhibition to be held in any Commonwealth country and it will be the most ambitious British venture of its kind ever attempted anywhere. This was announced at the Royal Commonwealth Society's building in London on July 9 to a briefing meeting for business and Press men. The Exhibition is organized by British Overseas Fairs Ltd., on behalf of the Federation of British Industries, with support from the Board of Trade (see *Board of Trade Journal*, March 27, 1964).

H.M. the Queen will be Patron of the British Exhibition Australia. The objects of the Exhibition and its associated activities in Sydney and other Australian State capitals are to demonstrate and strengthen the ties which exist between Australia and Britain.

It will have three quite separate, though closely related, aspects:

1. The Exhibition in the Royal Agricultural Showgrounds
2. The British Fortnight in Sydney
3. The Anglo-Australian Military Tattoo

The Exhibition has been designed to show both goods made in Britain and goods made in Australia by companies having British links. It will therefore contain:

(a) the latest and most advanced products of British industry, particularly in those fields where Britain does not compete with Australia because Australia does not yet make equivalent products, e.g. capital equipment, many types of specialized producer goods and some of our high quality consumer goods.

(b) a cross-section of the many products of all types previously exported to Australia but which are now made there under licence, as the result of British investment or some other arrangement with a British company.

From the way space bookings are going, already 90 per cent full – it looks as though there will be almost as many made 'Made in Australia' signs on the exhibits as there will be 'Made in Britain'.

The showgrounds will be literally transformed. In particular, it is planned to turn the road leading from the main entrance into a 'Grand Avenue', which will be so different from what it is at present that even the most seasoned Sydneysider will scarcely know where he is.

Latest cars

The first main Exhibition hall, the Manufacturers' Pavilion, will be devoted to a display of the latest models of British motor cars, automotive equipment and a wide range of electrical and other engineering products. Outside, on the upper Cattle Judging Ring, will be commercial vehicles and a massive display of heavy contractors' plant, such as is used for development projects.

On the lower Cattle Judging Ring will be the centre-piece of the

whole exhibition – the British Government exhibit. This will be a specially constructed pavilion with a 60-foot tower depicting the molecular structure of polythene, a British invention.

Next door to this pavilion will be the BOAC exhibit, forming a fitting prelude to a magnificent display in the Commemorative Building by the British aircraft industry, including British Aircraft Corporation, Hawker Siddeley, Short & Harland, Westland, Handley Page, Beagle Aircraft, Rolls-Royce and Bristol Siddeley.

Also in this pavilion will be several interesting displays by Australian-British companies of some of the latest developments in raw materials and chemicals, and a further group of electrical and mechanical engineering exhibits. Both here and in other halls will be fascinating electronic exhibits.

The next two Halls, the Arts & Crafts Pavilion and the A.M.P. Pavilion will be devoted to consumer goods and services:

A China and Pottery section.

A Food Section, which will take the form of a Supermarket where British and Australian foodstuffs and beverages will be on sale.

A Home Furnishings Section, where the British carpet industry will have a major display

A Gold, Silver and Jewellery Section, by the Worshipful Company of Goldsmiths.

Surrounding this will be Rank-Xerox, Pilkington Bros., and De La Rue displays.

'Wellsian' machine

A 'Wellsian' touch will be added to the Exhibition by a giant rotunda that will reproduce London visually and audibly.

The rotunda which will be 56 feet across and six storeys high, will allow visitors to walk around and visually explore London as though they were four hundred feet above the Thames. Special realistic sound effects will bring the Exhibition to life.

The view of London will be one that few Londoners have ever seen, showing from the top of the new Vickers Group building, St. Paul's, Tower Bridge, the Houses of Parliament and other famous London landmarks.

The rotunda is part of a huge display by Vickers Limited which will include 24 different categories of the Vickers Group's products ranging from ships, Hovercraft, and industrial equipment to microscopes and butter handling machinery.

On the first floor of the A.M.P. Pavilion, there will be a whole section devoted to those who provide service to trade and industry and to the public at large – the banks, Australian as well as British, shipping, docks and harbours and other travel organizations, and – as the centre-piece of this section – Lloyd's of London.

In the Agricultural Hall there will be some impressive displays of machinery – textile machinery, packaging machinery, shoe making machinery, most of them working; and then a number of displays of hand tools and other aids to production.

Finally, one enterprising Australian-British television and electronics group, Pye Industries Ltd., has taken the whole of the Dairy Hall. It will show some of the advanced electronic appartus for which it is famous.

In addition to the industrial exhibits, a number of special features are planned. For those who like modern art, the organizers are bringing out a most impressive piece of sculpture by Henry Moore. In the Rothmans Theatre there will be a continuous performance of documentary films about Britain and British industry.

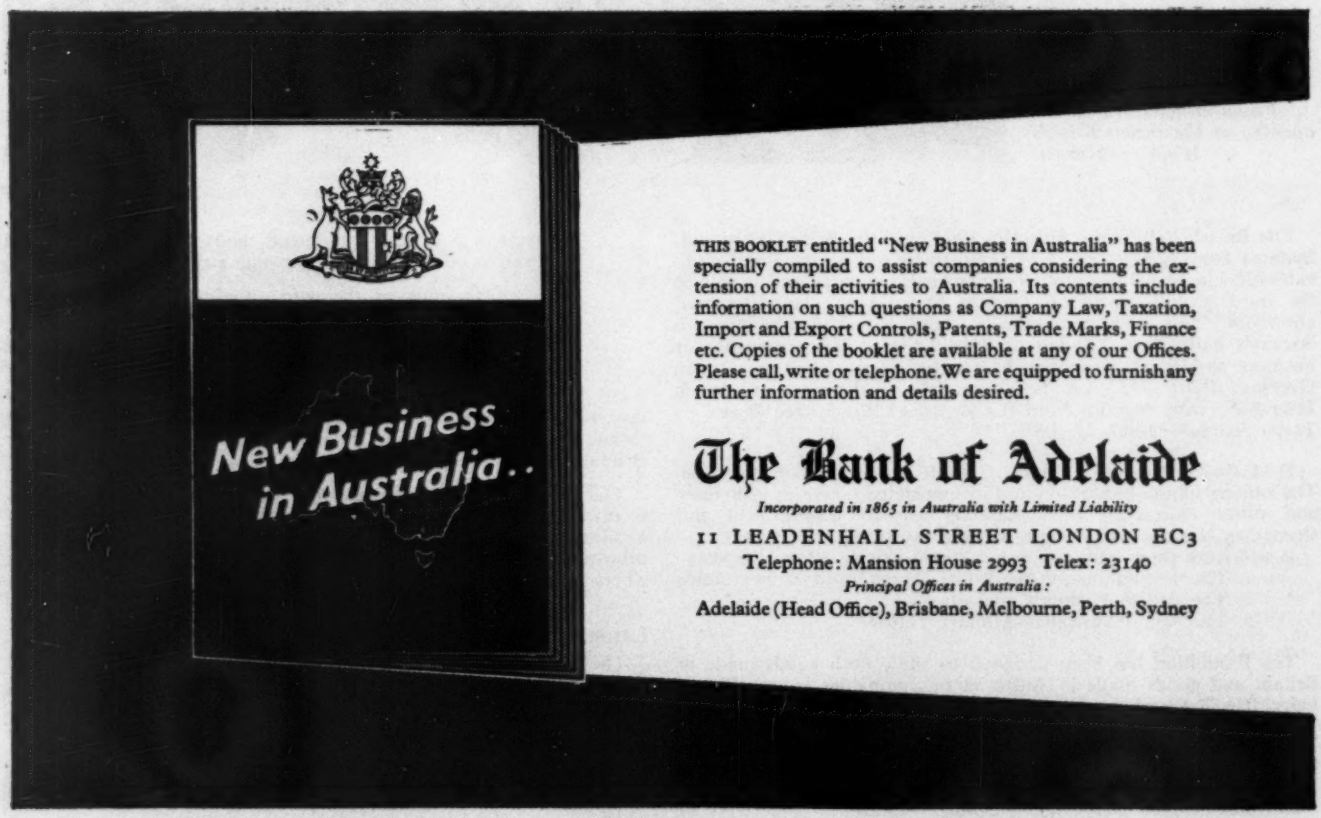
British Fortnight

The British Fortnight will run simultaneously with the Exhibition. It will take the form of a widespread and varied programme of public events throughout the city and the department stores and shops in the centre of the city and in the main suburban shopping centres of Brookvale, Parramatta, Bondi, Chatswood and Bankstown are invited to join in by staging special displays of British goods.

The main public event will be the Anglo-Australian Military Tattoo. Then the British Council are organizing a programme of cultural events. There will be a Festival of British Music, which is being organized in conjunction with the Australian Broadcasting Commission for which certain British artists will be coming out specially. There will be small exhibitions of British art in the New South Wales Gallery and an exhibition of books on sailing and boats consisting of some nine hundred books, drawings and photographs in the Mitchell Library.

Military Tattoo

The Anglo-Australian Military Tattoo will be held in the Arena of the Showgrounds and will take place every night of the Exhibition



THIS BOOKLET entitled "New Business in Australia" has been specially compiled to assist companies considering the extension of their activities to Australia. Its contents include information on such questions as Company Law, Taxation, Import and Export Controls, Patents, Trade Marks, Finance etc. Copies of the booklet are available at any of our Offices. Please call, write or telephone. We are equipped to furnish any further information and details desired.

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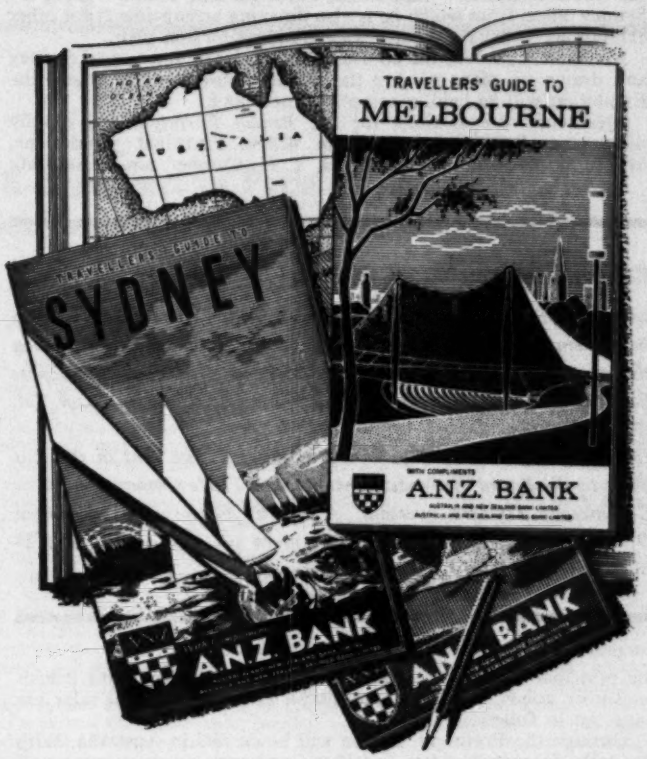

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except Sundays. There will be 400 British Troops, representing all three Services, British bands, pipes and drums, special units such as the team of the Royal Signals, which puts on a thrilling display of trick riding; and the R.A.F. gymnasts, who do a precision P.T. display.

Alongside these will be Australian military bands, pipes and drums, the pipes and drums of Sydney Police, and 160 dancers from the Sydney Highland Dancing Association.

Good response

There has been a splendid response from all the leading department stores to the idea of the British Fortnight and the organizers are now getting into touch with the speciality stores and smaller shops with a view to interesting them in taking part. All who do so are being offered a wide range of display material specially designed for the purpose. In addition to flags, posters, window stickers and showcards, there is a 'gimmick' which because of its flexibility, will be welcomed by every window dresser.

A massive direct mail campaign is in operation to attract buyers from all over Australia, New Zealand and South-East Asia. Special flights to bring buyers and VIPs from distant centres, particularly for the designated State Days and from New Zealand for 'New Zealand Day' are being organized.

Further evidence of the vast scale of this Anglo-Australian promotion is that the P. & O. Lines have set aside a liner to carry visitors and exhibition cargo. Would-be exhibitors are advised that immediate booking is necessary.

Ninety per cent of the space has been booked by United Kingdom firms and Australian firms manufacturing under licence or otherwise connected with British firms.

Australian firms with British connections are participating because one of the objectives of the Exhibition is to illustrate in a tangible way Britain's immense stake and faith in Australia's future, both in trade and investment.

Already B.O.F. Ltd. has transferred headquarters to Sydney. Mr. W. P. N. Edwards, Managing Director of B.O.F. Ltd., and also F.B.I. Director of Promotion and Information, is now directing the whole operation – Exhibition, Fortnight and Tattoo – from the Sydney office, from which he is also directing arrangements for other exhibitions in Britain's world-wide trade promotion plan.

Mr. John Lansdell, the co-ordinating designer, has visited Sydney and drawn up plans to give the Sydney Showgrounds, where the Exhibition will be held, a completely new look.

Meanwhile preparations for the *British Fortnight* are rapidly developing. B.O.F.'s specialists in British Fortnight promotions, Mr. L. W. Beardsmore and Mr. J. T. H. Comber, aim to saturate the principal shopping centres and suburbs of Sydney with British consumer goods and window displays. Greatly increased sales are expected to follow.

Through the Fortnight, Britain will be *en fête* in Australia. With the gaily decorated streets and shops and with much going on all over Sydney, it is hoped to make it one of the most memorable fortnights in the history of the city.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page vi of April 24 issue.

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UK firms part in Paris ceramics and glassware show

THE FOURTH SALON International des Industries et Arts du Feu was held from June 14 to June 22 at the Parc des Expositions, Porte de Versailles, Paris. Organized by the French trade associations and importers' federations concerned with crystal, glass, porcelain and pottery, this year's Salon was the biggest ever, having 390 boutiques, compared with 365 in 1963, 272 in 1962 and 165 when it first opened in 1961.

One hundred and fifty firms of different nationalities occupying boutiques of varying size competed in displaying their exhibits in the most artistic manner. These displays made this exhibition one of the most attractive that Paris has to offer. Most of the exhibitors were French but Britain led the foreign participation with 15 firms, Germany followed with 13, Belgium had five, Denmark and Holland had two each and Czechoslovakia, Sweden, Luxembourg and Monaco each had one. Other manufacturers from these and several other nations were also exhibiting through the medium of their French agents.

Of the 15 British firms 11 were members of the British Pottery Manufacturers' Federation. Our 'potters' were present for the second year in succession and their bone china dinner, tea and coffee services, earthenware, candle sticks, and 'fancy goods', both in traditional and contemporary style, were a good match for the exhibits of their continental competitors. This is not to be wondered at, for renowned British names were to be seen. Also in evidence were names by which British crystal and glass are so well known. Members of the British Glass Manufacturers' Federation were taking part in the Salon for the first time.

Most of the British firms had already established themselves in the French and other overseas markets but the Salon provided them with even greater export opportunities for it was a 'shop-window' to the world. Buyers from many countries went there to see the best that the 'Arts du Feu' has to offer. Worthwhile orders and encouraging inquiries were made by buyers from many lands, especially Italy. It was both interesting and useful to discover, too, that certain designs which hitherto have been considered unsaleable on the French market are now catching the public's eye. Also, it was surprising to hear how well the ordinary earthenware tea-pot appeals to the French – not so much for making *le thé anglias* but for the infusion of herbs such as peppermint.

It will be sometime before the British participants can judge what volume of trade the Salon will bring to them but all concerned agreed that their presence in Paris was worthwhile, especially as they received financial support from the Board of Trade in this 'joint venture'. Such help is available to all British exporters. The Export Publicity and Fairs Branch of the Board of Trade will be pleased to inform interested firms how it can be obtained.

British food display at Los Angeles

THERE will be a display of some of the best of British foods at the sixth Pacific Fine Foods Fair which takes place at Los Angeles, California, from July 19 to 22. The display is being organized by the British Consulate-General in Los Angeles with assistance from the Board of Trade.

A feature of the British display will be a special arena where visitors will be invited to sample traditional British cheeses. This is being staged in collaboration with the English Country Cheese Council and local agents of British suppliers.

For the benefit of the gourmet, shop restaurant owners and hotel representatives, British exhibitors are holding a sherry and cheese party at which films about British cheeses and the areas where they are made will be shown.

Among the many other products in the British display will be varieties of our traditional cake, shortbread, biscuits, preserves, tea, sauces, kippered herrings and steak and kidney pies. Beverages will include Scotch whisky, sherry, gin, stout, mead and cider.

The object of the British display is to bring to the notice of American importers and distributors the wide range of British foods and drinks which are not yet being exported to the United States West Coast.

Port of London 'Exports' exhibition

THE PORT of London Authority's part in Britain's export trade is featured in the Port of London 'Exports' Exhibition now being held in association with the City of London Festival in the foyer of the PLA Building in Trinity Square, London.

A third in value of all United Kingdom exports pass through the Port, and the whole exhibition is set to suggest Port activity. The export story is introduced by a mural composed of some of the thousands of trade marks and symbols of manufacturers shipping through the Port of London. The receipt, handling, and loading of goods, the core of the exhibition, is shown both photographically and by means of a large model of the river and the Authority's docks. Included in this section is a display of the house flags of more than 100 shipping lines using the Port. The final section, dominated by a mural composed of international flags, shows the Port of London as the hub of world wide trade.

A selection of part of the Port of London Authority's art collection is also on view, showing works from Thomas Rowlandson ('London Bridge: The Over-drove Ox,' 1787) to W. G. Morden ('The Old Woolwich Ferry,' 1963).

The exhibition, from July 6 to 18, is open from 11 a.m.-9 p.m. daily (except Sundays). Admission is free.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Outside Europe	*July 3*	*Oct. 2*
Europe	*June 5*	*Sept. 4*
United Kingdom	*May 1*	*Aug. 7*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 2791, Germany and Scandinavia; 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic, Greece, Turkey, Middle East and West Africa; 2792, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* *indicates event which is held annually at approximately the time stated.*

† *indicates event which is held alternate years at approximately the time stated.*

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on July 3, June 5 and May 1, respectively.

OUTSIDE EUROPE

Addition:

TORONTO – CANADIAN HARDWARE SHOW – February 8-11, 1965. At Exhibition Park.
* Apply, Canadian Retail Hardware Association, 290, Merton Street, Toronto 7, Ontario.

EUROPE

Addition:

PARIS – INTERNATIONAL BUILDING EXHIBITION (Batimat) November 18-28, 1965.
* Apply, Mr. M. Le Prince, Salon International de la Construction et de l'Equipment (Expomat), 1, Avenue Niel, Paris, 17e.

Amendments:

The Board of Trade have been informed that the Brno International Trade Fair will be held from September 6-20, 1964, and not September 13-27, 1964, as shown in the *Board of Trade Journal* dated October 25, 1963, and subsequent lists.

The Board of Trade have been informed that the International Exhibition of Building Machinery (BAUMA) will be held in Munich from March 20-28, 1965, and not March 20-25 as shown in *Board of Trade Journal* of June 5.

UNITED KINGDOM

Addition:

ABERDEEN – SCOTLAND'S FOOD EXHIBITION – March 30-April 10, 1965. At the Music Hall. Apply, Scottish Trades Markets and Exhibitions Ltd., City Hall, Deansgate, Manchester. (Tel. Deansgate 6363).

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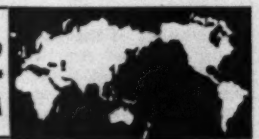

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Overseas Trade and Exports

TRADING WITH FRENCH-SPEAKING WEST AFRICAN COUNTRIES (7)

The Gabon develops its natural resources

A REPORT BY CHANCERY, BRITISH EMBASSY, BRAZZAVILLE

THE GABONESE REPUBLIC, usually called Gabon, is cut in two by the Equator, and is bounded on the west by the Atlantic Ocean, on the south and east by the Republic of the Congo (Brazzaville) and on the north by the Central African Republic and Cameroon. It is a country of many rivers, and a considerable part of its area of 103,000 square miles is covered with high rain forest. The capital, Libreville, and the second largest town, Port-Gentil, are the only two seaports in the country, although so far neither have any berthing facilities, and loading and unloading is done by barges plying to and fro between ships lying a mile or so offshore.

Gabon is the smallest of the four countries of Equatorial Africa and has a population of barely 450,000, of which 23,000 live in Libreville and 19,000 in Port-Gentil. The remaining towns are very much smaller, with populations of 1,000 to 5,000 or so.

In spite of the small scale of the country, Gabon is fortunate in having varied natural resources, and is in fact the only one of the four countries of Equatorial Africa to have a consistently favourable balance of trade. The main export is timber (okoumé and limba varieties in particular), much of which finds its way to the United Kingdom, and after that come petrol, manganese, uranium and cocoa. Great Britain took over a million pounds' worth of Gabonese products in 1963, and exported over half a million pounds' worth of goods, mainly in the form of cottons, chemicals, road vehicles and earth-moving machinery, to the Gabon.

The average gross annual income* per head of the population, amounting to about £35, is higher than that of any of the other countries of former French Equatorial Africa, but the sparseness of the population means, of course, that the Gabon is a tiny market. France is responsible for about 70 per cent of Gabon's imports, with the other EEC countries coming second; like the other Equatorial countries, the Gabon imposes on goods from other than French or Common Market sources a Common External Tariff of anything from 12 to 30 per cent.

The Gabonese themselves are mainly employed either in the Government, as clerks in the large French companies established in the area, or as port workers. There is virtually no indigenous commercial class, the smaller retail businesses being largely in the hands of Nigerian or Dahomeyan traders, and the main bulk of commerce being conducted either by branches of large, old-established French firms with their head offices in France, or by smaller private French operators.

Apart from the serious restrictions on trade with Britain resulting from the Common External Tariff mentioned above, there is a system of global quotas imposed on goods from outside the French franc area, based on an import programme agreed on annually by the French and Gabonese authorities in consultation. This however, is not always a severe limitation, and, indeed, the fact that not all non-franc quotas are fully taken up by importers suggests that there is scope for a small increase in British imports.

In common with most other newly-developing African countries, the Gabon has its development plan. This concentrates rather less than other plans on agriculture pure and simple, no doubt because the smallness of the population practically precludes any problem of starvation; the plan in fact leans more towards a rational expansion of the country's export resources, in particular timber, mineral ores and oil. The coastal belt of tropical rain forest has been seriously depleted over the last two decades, and timber-felling has had to be moved into the second zone, farther away from the coast and thus more expensive to work, particularly in terms of transport to the point of shipment. The Government's new plan includes massive re-afforestation of the coastal zone, a long-term policy which shows every indication of being taken seriously.

Crude oil is being exported from Port-Gentil in the Gabon (so far exclusively to France) to the tune of 800,000 tons a year. New borings have shown further deposits of oil which should be able to double this figure by 1966. A recent meeting of the Heads of State of the four Equatorial States agreed that a refinery should be set up at Port-Gentil.

Apart from the already-established manganese and uranium extraction industries, there are rich deposits of iron ore at Mekambo, about 200 miles from the coast, and it is expected that these will come into production in the next few years. The first task is to construct a railway from the area where the ore is to Owendo, on the coast not far from Libreville, which is at present a small timber-loading point, with no deep-water berthing facilities. Owendo itself, as part of this complex, will be transfigured from a small off-shore anchorage.

It will be seen then that the plans for development will involve not only mining machinery, earth-moving equipment and heavy

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road vehicles, but also foresee investment in plywood and veneer factories and, of course, the inevitable concomitant of all new developments, extensive road-works and other infrastructural schemes aimed at improving communications. While it is understandable that much of the material imported is likely to come from those countries supplying the finance, notably at present France and her Common Market partners, there are clearly opportunities for British firms which could be examined sympathetically.

On the debit side, then, the Gabon is a small market and has a tiny population, which results in a permanent and acute manpower problem. Even this latter disadvantage has its compensating advantage in a total lack of unemployment, which means less likelihood of social unrest. The country, as has been mentioned earlier, has hitherto had a steadily favourable trade balance, and a steadily rising standard of living. As a future market of modest proportions but, given a reasonable period of political stability, of greater dependability than some other countries in the early stages of development, the Gabon is well worth considering.

This article is the seventh of a series on some of the French speaking countries of West and Equatorial Africa. The countries to be covered in the series are Cameroon (see *Board of Trade Journal* of April 10, 1964), Congo Republic (Brazzaville) (see *Board of Trade Journal* of June 26), Gabon, Ivory Coast (see *Board of Trade Journal* of February 14, 1964), Mali, Mauritania, Senegal (see *Board of Trade Journal* of March 27, 1964), Togo (see *Board of Trade Journal* of February 21, 1964) and Guinea (see *Board of Trade Journal* of May 22, 1964).

The total area of these countries is just under half that of the United States, yet their entire population is only slightly over 21 million. Compared with their English-speaking neighbours they are thinly populated: Nigeria has 36 million inhabitants; Ghana has 7 million. The possibilities of trade with them are naturally correspondingly smaller. Yet despite this and other factors which may make French-speaking West and Central Africa less attractive to British industry than some other areas of the world, opportunities occur which enterprising firms will find deserve following up.

Although there are wide differences in geography and resources these countries have several points in common which are well worth noting. They are all developing countries anxious to improve their economic situation and will welcome the participation of firms from industrialized countries in their development. To a greater or less degree many of them offer inducements or safeguards to foreign firms setting up within their frontiers if participation takes this form. They lack the technical resources as well as the financial means for many projects they consider desirable and are very ready to listen to sound technical advice.

French is the official language in each country and very little, or no English, is spoken except in West Cameroon. The effects of the intensive character of French education and of French administrative practices are noticeable. Links between France and most of the countries are very strong, sustained by a complex of monetary, commercial, aid and defence arrangements. All, except Guinea, are members of the Franc Area.

The common currency, except for Mali and Guinea, is the CFA franc. Fifty CFA francs are equal to one French Metropolitan franc. The currency is fully guaranteed by France and there is complete convertibility between the CFA and the Metropolitan franc. Mali and Guinea issue the Mali and Guinea francs respectively, which are nominally at par with the CFA franc.

The members of the Franc Area have hitherto discriminated in favour of imports from France by means of both quotas and tariffs; in exchange France has given assistance in many forms, including preferential treatment to certain of their commodity exports by paying above world prices. All except Guinea have signed the Convention of Association with the EEC, which will mean that exports from the other EEC countries will benefit from the quota and tariff preferences reserved for France.

The Community on its side is to make available a substantial amount of development aid. France on the other hand will cease to pay more than world prices for her African commodity imports, but the EEC will give financial assistance designed to make production more competitive and to help diversification.

In all these countries average income of the population is low and the demand for consumer goods is correspondingly limited. In the field of capital equipment and construction projects opportunities are rather better. It has to be recognized, however, that since most have balance of payment problems, though not of uniform acuteness, external governmental aid and private commercial credit are important factors in doing business with them. These considerations naturally affect the competitive position of British firms. The Board, through this series of articles and the information published in the Export Services Bulletin or passed direct to industry, is endeavouring to bring such opportunities as arise to the notice of interested firms.

Inquiries about these countries will be welcomed. If about general conditions they should be sent to the Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. Tel. Abbey 7877, Ext. 2333, and if about specific openings to the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757.

The Gaza Strip

From periodic reports received by the Board of Trade it seems that the existence of the Gaza Strip as a virtually separate economic entity is not realized by some British businessmen. Admittedly the market is a small one but it is felt that a brief account of the main features of the Strip may clarify a few points on this part of the Middle East about which little is otherwise published.

THE GAZA STRIP is a small part of the former British Mandated Territory of Palestine. It is situated on the south-east coast of the Mediterranean and covers an area of less than 140 square miles of which two-thirds is desert. The strip is 25 miles long, from three to five miles wide and is bounded by Israel on the north and east, by the sea on the west and by the Sinai desert to the south. Although the population of the strip is small in numbers (400,000), the density is high (about 3,000 people a square mile). Although Gaza offers a very small outlet for British goods there are some unusual features which may make it worth consideration as a market.

Although Gaza is administered by the UAR it is not governed by laws applicable in the UAR. It is ruled by a Governor-General assisted by an Executive Council of Officials; responsible only to the President of the UAR. The currency is the Egyptian pound and there is a separate Exchange Control Department to enforce the monetary policy of the strip. The main local activity is the cultivation of citrus fruits, cereals, some fishing, soft drinks and local handicrafts.

Imports into Gaza are subject to import licences of three different kinds:

(a) import licences issued against currency received from the export of citrus fruit
(b) import licences issued without transfer of foreign currency from Gaza
(c) import licences issued for payment out of Gaza's own holdings of foreign currency allotted by the UAR.

Of these (a) requires no comment but in case (b) a law in Gaza authorizes its merchants to pay for their imports from foreign currency obtained from Palestinians working abroad, particularly in Kuwait and the Persian Gulf. Proof of payment in local currency to the latter's family in the Gaza sector is required to be submitted beforehand and the quota of foreign currency from the UAR is obtained later. The import licences referred to in (c) above are primarily used for essential imports such as medical supplies, etc.

Most of Gaza's imports cover such items as domestic electrical appliances, earthenware, transistors, dry batteries ladies' underwear, perfumery, beauty products, woollens and worsteds, television sets, medicines and pharmaceuticals, tape recorders, etc. All of these products are on the prohibited list of imports in the UAR and as a result the shops in Gaza, although typical of those in any medium sized Arab town, stock a wider range of goods than are at present available in Egypt. UAR nationals are able to visit Gaza once-per-year and to take with them £E70. On returning they are allowed customs free entry for goods to a value of £E20. There is also a good local market for pumping units, engines, motor cars and spare parts.

British manufacturers and merchants dealing with Gaza are advised to insist on irrevocable letters of credit or bank guarantees. Local merchants are used to such terms and will mostly offer payment through a bank in Beirut.

The names of some prominent import merchants in Gaza may be obtain from Export Services Branch of the Board of Trade (Hillgate House, Ludgate Hill, E.C.3 (City 5757, Ext. 411)) to whom inquiries should be addressed.

TRADE AND FINANCIAL ARRANGEMENTS

Poland and Afghanistan

IT WAS RECENTLY announced in the Polish press that a protocol to the trade and payments agreement between Poland and Afghanistan for 1964 was signed in Warsaw on May 11.

Under the protocol specifying the goods to be exchanged, Poland will export to Afghanistan machinery, tools, motor vehicles and parts, textiles, rubber and leather footwear, household utensils, medicine, matches, glass and china.

In return Afghanistan will export to Poland cotton, oil seed, rawhides and dried fruit.

Detailed information is not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877. Ext. 2258), quoting reference CRE 11888/58.

Israel and Poland

A PROTOCOL to the 1954 Trade Agreement between Israel and Poland was signed in Jerusalem on May 22, 1964. Annexed to the Protocol are lists of quotas for goods to be exchanged between the two countries during the period October 1, 1964, to September 30, 1965.

The text of the Agreement may be seen at the Export Services Branch of the Board of Trade, Room E.53, Hillgate House, 35 Old Bailey, London, E.C.4.

Israel and Yugoslavia

A PROTOCOL to the 1958 Trade Agreement between Israel and Yugoslavia was signed in Jerusalem on May 12, 1964. Annexed to the Protocol are lists of quotas for goods to be exchanged between the two countries during the period June 1, 1964, to May 31, 1965.

The text of the Agreement may be seen at the Export Services Branch of the Board of Trade, Room E.53, Hillgate House, 35 Old Bailey, London, E.C.4.

Yugoslavia and UAR

THE YUGOSLAV NEWSPAPER *Borba* announced the signing of a trade protocol on June 18 in Novi Sad, at the end of the Fourth Session of the Yugoslav-United Arab Republic Mixed Committee for Economic Co-operation.

According to the press, the Mixed Commission studied the possibilities of joint co-operation for marketing in third countries, closer long-term planning, industrial co-operation on agricultural machinery (including tractors), motor vehicles and the electrical industries.

Various additions to the commodity lists have been made to allow for the 1964 trade value to be doubled by 1970 – trade between the two countries in 1963 was valued at $36 million.

The protocol also provides for the setting up, in Cairo, of a Joint Bureau for Industrial Co-operation.

Spain and Yugoslavia

TO REGULATE the interchange of goods between the two countries, a new payments agreement between I.E.M.E. (the Spanish Exchange Control Institute) and the National Bank of Yugoslavia was signed on May 25.

The complete list of commodities to be exchanged between the two countries may be seen at Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C4. (Tel. City 5757, Ext. 460 or 462).

Yugoslavia and Nigeria

ACCORDING TO Yugoslav press reports, a trade agreement and an agreement on scientific-technical co-operation, were signed between Yugoslavia and Nigeria in Belgrade on June 22.

The texts of these agreements have not been published and therefore no further information about them is available.

Yugoslavia and China

ACCORDING to Yugoslav press reports, a protocol on the exchange of goods between Yugoslavia and the People's Republic of China, was signed in Belgrade on June 11.

The text of the protocol has not been published and consequently no further information about it is available.

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

CALLS FOR TENDER

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (Tel. City 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

ARGENTINA

Generators for Comision Interprovincial Tunel Subfluvial Parana – Santa Fe. July 29. E.S.B. 20076/64.

Oil Additives for Argentine State Oil Fields. (Further Information.) August 5. E.S.B. 16400/64.

Sulphuric Acid Plant for National Commission for Atomic Energy. July 30. E.S.B. 20554/64.

AUSTRALIA

Alumina Refinery for Queensland Alumina Ltd. (Further Information.) E.S.B. 14622/63.

Rolling Stock Equipment for Queensland Government Railways. July 29. Date postponed. E.S.B. 19488/64.

Telemetering Equipment for Snowy Mountain Hydro-Electric Authority. October 7. E.S.B. 20384/64.*

Transformers for State Electricity Commission of Queensland. July 29. E.S.B. 20065/64.*

Electricity Commission of N.S.W.:
Circuit Breakers and Transformers. August 31. E.S.B. 20374/64.*
Shunt Bank Capacitors. August 10. E.S.B. 20373/64.*

Postmaster General's Department:
Induction Coils. August 20. E.S.B. 20021/64.*
Hand Tools. August 18. E.S.B. 20022/64.*
Television System. August 20. E.S.B. 20334/64.*

BURMA

Grinding Wheels for Industrial Development Corporation. (Further Information.) E.S.B. 3755/64.*

People's Stores Corporation:
Clove Leaf (Tejpata). July 30. E.S.B. 20371/64.*
Generating Sets. July 28. E.S.B. 20336/64.*
Belting and Leather Driving Band. July 30. E.S.B. 20507/64.*
Machine Tools. July 30. E.S.B. 20508/64.*

CANADA

Power Station Equipment for Hydro Quebec. August 6. E.S.B. 20359/64.

CEYLON

Steel Sheets for Government Stores Department. (Further Information.) Tender documents now available. E.S.B. 19416/64.*

Railway Rails and Fittings for Ministry of Communications. September 23. E.S.B. 20028/64.*

Ministry of Health:
Drugs. August 21. E.S.B. 20018/64.*
X-Ray Apparatus. August 28. E.S.B. 20066/64.*

Ministry of Land, Irrigation and Power:
Pumps. July 28. E.S.B. 20005/64.
Saw Mills (Portable). August 25. E.S.B. 20020/64.*
Switch Fuse Units. August 18. E.S.B. 20006/64.*

Ministry of Public Works and Ports:
Bituminous Mixing Plant. (Further Information.) Tender documents now available. E.S.B. 19414/64.*
Truck Chassis. (Further Information.) Tender documents now available. E.S.B. 19415/64.*
Tipping Trucks. August 5. E.S.B. 20034/64.
Truck-Mounted Mobile Workshop. August 5. E.S.B. 20035/64.
Trucks. August 5. E.S.B. 20035/64.

COLOMBIA

Bridge Construction Project for Ministry of Public Works. (Advance Information.) August 31. E.S.B. 20319/64.

DENMARK

Bridge Construction Project for Ministry of Public Works. November 3. E.S.B. 18281/64.

EGYPT

Egyptian Railways:
Asbestos. August 10. E.S.B. 20342/64.
Carbon Tool Steel. August 19. E.S.B. 20343/64.
Cutters; Form Tools. August 17. E.S.B. 20345/64.
Spring Steel and Steel Strips. August 13. E.S.B. 20346/64.
Steel. August 19. E.S.B. 20555/64.

FORMOSA

Central Trust of China:
Vibration Analyser. August 5. E.S.B. 20517/64.*
Check Valves. August 11. E.S.B. 20518/64.*
Condenser Cleaner. August 6. E.S.B. 20519/64.*
Power Line Reactors. August 6. E.S.B. 20564/64.*
Elevator. August 6. E.S.B. 20566/64.*
Cigarette Paper. August 6. E.S.B. 20567/64.*
Vacuum Tubes. (Further Information.) July 31. E.S.B. 13871/64.*
Chlorinator. August 6. E.S.B. 15598/64.*
Cast Bushings. August 5. E.S.B. 20339/64.*
Floating and Stationery Tube Sheets. August 5. E.S.B. 20340/64.*
Pipes and Elbows. August 11. E.S.B. 20520/64.*
Nickel Tubing. August 11. E.S.B. 20521/64.*
Condenser Tubes. August 5. E.S.B. 20563/64.*
Oil Filter. August 5. E.S.B. 20565/64.*
Ball, Check and Plug Valves. August 4. E.S.B. 20341/64.*
Motor Starters; Floodlights. August 4. E.S.B. 20513/64.*
Centrifugal Separators. August 3. E.S.B. 20514/64.*
Tyres and Tubes. August 3. E.S.B. 20515/64.*
Testing Apparatus. August 3. E.S.B. 20549/64.*
Lifting Magnets. August 1. E.S.B. 20551/64.*

GREECE

Roller Bearings for Hellenic State Railways. July 28. E.S.B. 20064/64.*

VFF Aerial Filters for Ministry of Trade. July 30. E.S.B. 20026/64.*

Institute of Social Insurance:
Calculating Machines. July 28. E.S.B. 20088/64.*
Dental X-Ray Units and Development Chambers. July 28. E.S.B. 20089/64.*
Medical Equipment. August 5. E.S.B. 20090/64.*

GUATEMALA

Transformers for Instituto Nacional de Electrificacion. August 5. E.S.B. 20068/64.

INDIA

Cable, Cable Boxes, Jointing Materials for Maharashtra State Electricity Board. August 6. E.S.B. 20363/64.

Cables for Madras State Electricity Board. (Further Information.) E.S.B. 18588/64.*

Meggers and Earth Testers for Rajasthan State Electricity Board. August 10. E.S.B. 20010/64.

Printing and Varnishing Plant for India Stores Department. August 13. E.S.B. 20046/64.

National Coal Development Corporation:
Fork Lift Truck. August 3. E.S.B. 20096/64.*
Garage Equipment. August 5. E.S.B. 20011/64.*

Chittaranjan Locomotive Works:
Arc Cutting and Gouging Equipment. September 18. E.S.B. 19800/64.
Power Operated Grab. September 18. E.S.B. 20007/64.

Procurement Circle, Talwara Township:
Therapy Unit. August 10. E.S.B. 20344/64.
Pumps. August 28. E.S.B. 20347/64.*

U.P. State Electricity Board:
Fire Protection Equipment. (Further Information.) August 17. E.S.B. 19193/64.*
Generating Sets; Switchgear. (Further Information.) Tender documents now available. E.S.B. 18532/64.*

Gujarat Electricity Board:
Diesel and Furnace Oils. August 17. E.S.B. 20364/64.
Lubricating Oils and Greases. August 3. E.S.B. 20365/64.
Transformers. (Further Information.) July 30. E.S.B. 18865/64.

Bombay Port Trust:
Steel Pipes. (Further Information.) July 30. E.S.B. 18309/64.*
Steel Pipes. (Further Information.) July 30. E.S.B. 18310/64.*
Gate Valves. (Further Information.) July 30. E.S.B. 18311/64.*
Wire Rope. (Further Information.) July 28. E.S.B. 18312/64.*

Supplies and Disposals Directorate:
Steel Wire Rope. July 29. E.S.B. 20348/64.*
Wire Rope and Wire. July 29. E.S.B. 20349/64.*
Crucibles and Spares. August 18. E.S.B. 20350/64.*
Lead. August 20. E.S.B. 20351/64.*
Distilling Plants. August 7. E.S.B. 20352/64.*
Guillotine Shearing Machine. (Further Information.) E.S.B. 18576/64.*

Atomic Energy Establishment:
Compensating Recorder. August 10. E.S.B. 20533/64.
Solenoid Valves: August 5. E.S.B. 20396/64.
Tantalum Tubes. August 20. E.S.B. 20400/64.
S.S. Sheet. August 20. E.S.B. 20399/64.
Steel Plates. August 18. E.S.B. 19760/64.*
Electric Tube Furnace. August 4. E.S.B. 19761/64.*
Transistors. July 28. E.S.B. 19763/64.
Temperature Recorders. August 10. E.S.B. 19765/64.

IRAN

Cable and Accessories for Iran Telephone Co. August 18. E.S.B. 20063/64.*

Paper Cement Bags for Iran Factories Company. September 8. E.S.B. 20327/63.*

No. 10 of a series

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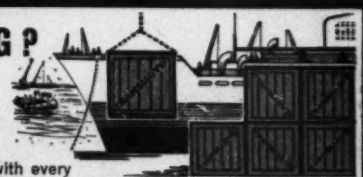

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IRAQ

Fire-Resisting Equipment for Directorate of Sewerage Works. September 1. E.S.B. 20053/64.

Government Oil Refineries Administration:
Adapters (Drum Closures). July 30. E.S.B. 20303/64.
Pipes and Fittings. August 12. E.S.B. 20051/64.

Posts, Telegraph and Telephones Directorate:
Erection Equipment. August 13. E.S.B. 20306/64.
Erection Equipment. August 13. E.S.B. 20052/64.

Ministry of Defence:
Electrical Equipment. September 9. E.S.B. 20302/64.*
Clothlined Paper. August 23. E.S.B. 20305/64
Timber; Anchors. August 30. E.S.B. 20062/64.*
Fire Fighting Equipment. September 2. E.S.B. 20099/64.*
Portable Generating Sets. September 2. E.S.B. 20100/64.*
Water Fittings. September 9. E.S.B. 20301/64.*
Medical Equipment. August 9. E.S.B. 20304/64.
Telescopes; Compasses; Thermometers. August 30. E.S.B. 20307/64.*
Steel Tubes. August 30. E.S.B. 20056/64.*
Tractors Spare parts for Contractors Equipment. August 30. E.S.B. 20058/64.*
Canvas for Hose and Tanks. August 30. E.S.B. 20059/64.*
Cable, Spare Parts for Generators. August 30. E.S.B. 20060/64.*
Demolition Equipment; Rocket Apparatus. August 30. E.S.B. 20061/64.
Tent Poles. (Further Information.) E.S.B. 9047/64.*

JORDAN

Trisodium Phosphate for Jordan Petroleum Refinery Co. August 1. E.S.B. 20328/64.)

KENYA

Electronic Computer for City Council of Nairobi. September 30. E.S.B. 20379/64.

KOREA

Office of Supply:
Broadcasting Equipment; Aircraft Spares. July 30. E.S.B. 20091/64.*
Teletype Spare Parts. July 28. E.S.B. 20092/64.
Cable; Tin. August 4. E.S.B. 20512/64.*

KUWAIT

Control Cubicles (Lighting) for Ministry of Electricity and Water. August 12. E.S.B. 20534/64.*
Steel Pipe for Kuwait Oil Co. August 2. E.S.B. 20393/64.*

MALAYSIA

Sewerage Pumping Equipment for Public Works Department. August 16. E.S.B. 20385/64.

Public Utilities Board:
Sluice Valves. July 28. E.S.B. 20049/64.*
Lathe. (Further Information.) E.S.B. 19796/64.*
Intergrating Meters. (Further Information.) E.S.B. 19797/64.*

MOROCCO

Public Lighting System for Haut Commissariat a la Reconstruction d'Agadir. (Further Information.) Tender documents now available. E.S.B. 15745/64.*

MOZAMBIQUE

Feeder Cones for Ports, Railways and Transport Department. August 21. E.S.B. 19779/64.

NEW ZEALAND

X-Ray Apparatus for Auckland Hospital Board. July 31. E.S.B. 20098/64.*

General Post Office:
Engine-Alternator Sets. August 6. E.S.B. 20081/64.*
Canvas, Flax. August 6. E.S.B. 20082/64.*
Copper Wire. August 14. E.S.B. 20387/64.*
Diodes. August 13. E.S.B. 20386/64.*
Pencils. August 13. E.S.B. 20388/64.*
Erasers. August 11. E.S.B. 20503/64.*
Valves. August 11. E.S.B. 20504/64.*
Voltmeters. August 11. E.S.B. 20505/64.*

NORTHERN RHODESIA

Central Supply and Tender Board:
Hypodermic Syringes and Needles. July 31. E.S.B. 20315/64.*
Radio Communication Equipment. August 28. E.S.B. 20383/64.
Telecommunication Equipment. July 31. E.S.B. 20318/64.*

PAKISTAN

Diesel Locomotives for Pakistan Eastern Railway. (Further Information.) E.S.B. 40759/63.*
Concrete-Mixers; Pick-up Van; Truck; Lathe for Pakistan Western Railway. July 28. E.S.B. 20095/64.
Railway Equipment, Miscellaneous for Government of West Pakistan. Tender documents now available. E.S.B. 18567/64.*

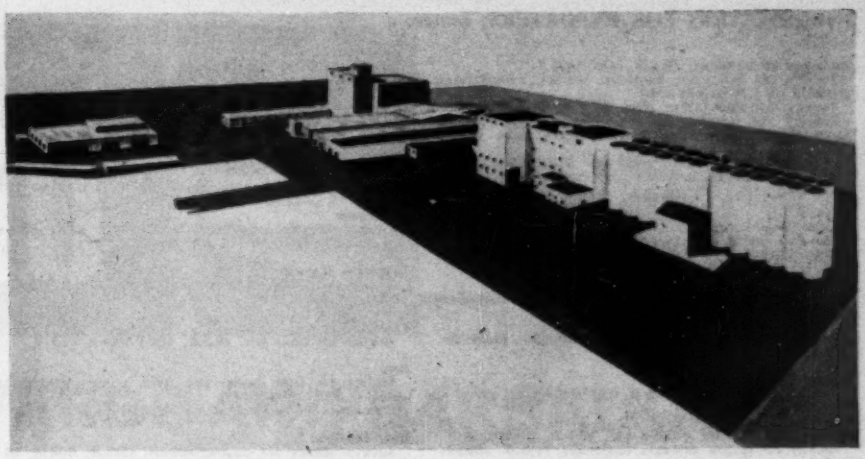
PORTUGUESE WEST AFRICA

Cable for Municipality of Luanda. August 7. E.S.B. 20548/64.
Fertilizers for Instituto dos Cereais de Angola. August 12. E.S.B. 20547/64.

SOUTH AFRICA

Wrapping Cane for Cape Provincial Administration. July 31. E.S.B. 20378/64.*

State Tender Board:
Laboratory Apparatus. August 7. E.S.B. 20036/64.*
Laboratory Apparatus. August 3. E.S.B. 20039/64.*
Laboatory Apparatus. August 7. E.S.B. 20041/64.*
Laboratory Apparatus. August 3. E.S.B. 20040/64.*
Radar Simulator. July 28. E.S.B. 19703/64.*
Radio Telephone Equipment. July 27. E.S.B. 20375/64.*



An artist's impression of the new flour mill which is being built by Maple Leaf Mills Ltd., at Montreal. Equipment for the mill is to be supplied by Simon-Day Ltd., of Canada, in conjunction with Henry Simon Ltd., Stockport. The mill will have a 2000 cwt. capacity and will be capable of milling both hard and soft wheats. Bulk storage facilities and a warehouse are incorporated in the mill unit.

SOUTHERN RHODESIA

Orange Squash Concentrate for Government Tender Board. July 30. E.S.B. 20008/64.*
Shovels for Government Central Stores. Tender documents now available. E.S.B. 19428/64.*

SPAIN

Ministerio de Obras Publicas:
Irrigation and Water Projects. August 3. E.S.B. 20323/64.
Water Works Project; Road and Railway Project. July 28 and August 25. E.S.B. 20528/64.

SUDAN

Drugs, Medicines and Dressings for Ministry of Health. August 10. E.S.B. 20357/64.*
Seed Treatment Machines for Ministry of Agriculture. (Further Information.) E.S.B. 15997/64.*
Cable; Terminal Boxes for Dept. of Posts and Telegraphs. August 29. E.S.B. 20389/64.*
Office Machinery for Department of Stores and Equipment. July 28. E.S.B. 20355/64.

Sudan Railways:
Journal Boxes. July 30. E.S.B. 20390/64.
Buses. July 28. E.S.B. 20392/64.*

THAILAND

Pole Line Hardware for Metropolitan Line Hardware. August 3. E.S.B. 20320/64/D.L.F.*

State Railway of Thailand:
Letter Engraving Machine. August 11. E.S.B. 20545/64.
Permanent Way Equipment. July 30. E.S.B. 20558/64.

TURKEY

Turkish Maritime Bank:
Plateglass Decklights (Airport). August 3. E.S.B. 20353/64.*
Oxy-Acetylene Hose. July 30. E.S.B. 20354/64.*

UNITED STATES OF AMERICA

Washington Public Water Supply System:
Elevators. (Further Information.) E.S.B. 19788/64.*
Power Supply Plant. (Further Information.) E.S.B. 19752/64.*

Bureau of Reclamation:
Power Plant Control Board. July 30. E.S.B. 20050/64.*
Power Transformers. July 30. E.S.B. 20510/64.*

VIETNAM

Plastics Machinery and Equipment for Saigon Plastics Corporation. August 15. E.S.B. 20358/64.*
Tyres and Tubes for General Purchasing Authority. August 3. E.S.B. 20084/64.*

Agency and export opportunities, market reports, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (CITy 5757, Ext. 427). Please quote reference numbers in all inquiries.

Afghanistan
Miscellaneous agencies. (E.S.B. 19353/64.)

Australia
Agency inquiry for surgical dressings; surgical instruments. (E.S.B. 19214/64.)
Agency inquiry for biscuits; confectionery. (E.S.B. 19839/64.)
Agency inquiry for laboratory glassware and equipment. (E.S.B. 19840/64.)
Agency inquiry for hand tools; hardware; toys. (E.S.B. 18196/64.)
Inquiry for packaging machinery. (E.S.B. 19058/64.)
Manufacture under licence – hoists. (E.S.B. 19807/64.)

Austria
Market report on domestic oil-burning space heaters. (E.S.B. 14013/64.)

Bermuda
Inquiry for cotton waste. (E.S.B. 20126/64.)

Bolivia
Agency inquiry for cookers; barbed wire; lamps; motor bicycles; scooters; tiles. (E.S.B. 14175/64.)
Agency inquiry for pharmaceutical products. (E.S.B. 20172/64.)
Agency inquiry for corrugated iron. (E.S.B. 17308/64.)
Inquiry for cork; generating sets. (E.S.B. 20157/64.)
Inquiry for refrigeration plant. (E.S.B. 20159/64.)
Inquiry for electrical cleaners; furniture; lamps. (E.S.B. 20160/64.)
Inquiry for agricultural machinery; brushes. (E.S.B. 20158/64.)
Inquiry for canning machinery; refrigeration plant. (E.S.B. 20171/64.)
Inquiry for outboard motors; paints; vehicle spare parts. (E.S.B. 20174/64.)

Canada
Agency inquiry for electric motors. (E.S.B. 20245/64.)
Agency inquiry for marine equipment. (E.S.B. 17482/64.)
Agency inquiry for marine equipment. (E.S.B. 17482/64.)
Agency inquiry for gratings; stair treads. (E.S.B. 19598/64.)
Agency inquiry for centrifugal pumps, grease pumps, service station equipment. (E.S.B. 19833/64.)
Inquiry for battery terminals. (E.S.B. 19048/64.)
Inquiry for electronic equipment; laboratory equipment;

(Continued on next page)

INFORMATION FOR EXPORTERS, *continued*

prefabricated buildings. (E.S.B. 19213/64.)
Inquiry for handtools; hardware; textiles; miscellaneous products. (E.S.B. 19238/64.)
Inquiry for floor tiles; glass. (E.S.B. 20235/64.)
Inquiry for automotive parts and spares; industrial hardware and tools; metal hose; soldering irons. (E.S.B. 19808/64.)
Inquiry for axles; roller conveyors. (E.S.B. 19848/64.)
Market report on groceries and confectionery. (E.S.B. 7437/64.)

Cuba
Inquiry for chemicals; laboratory equipment; laundry equipment; refrigerators; technical education equipment. (E.S.B. 17214/64.)

Denmark/Czechoslovakia
Trade Agreement. (C.R.E. 4345/G.)

Egypt
Inquiry for ammonia chloride; dry batteries; foodstuffs. (E.S.B. 5050/64.)

Fiji
Inquiry for umbrellas. (E.S.B. 20167/64.)

Finland
Agency inquiry for piece-goods. (E.S.B. 20286/64.)
Inquiry for electric domestic appliances. (E.S.B. 19804/64.)

France
Agency inquiry for tools. (E.S.B. 19629/64.)
Agency inquiry for foodstuffs. (E.S.B. 19288/64.)
Agency inquiry for wood-working machinery. E.S.B. 19899/64.)
Agency inquiry for builders and domestic hardware. (E.S.B. 20127/64.)
Agency inquiry for plastics sections. (E.S.B. 19948/64.)
Agency inquiry for sanitary-ware; tiles. (E.S.B. 20265/64.)
Agency inquiry for bed linen; carpet; dress fabrics. (E.S.B. 20441/64.)
Agency inquiry for abrasives; leathers; machine tools; screws. (E.S.B. 19945/64.)
Agency inquiry for agricultural equipment; boats; cranes; dehydrated milk machinery; trolley. (E.S.B. 20165/64.)
Inquiry for plumbers hardware. (E.S.B. 19932/64.)
Inquiry for fertilizers; sugar beet harvesting equipment. (E.S.B. 20164/64.)
Inquiry for plastics welding machinery; P.V.C. sheets; stationery. (E.S.B. 20177/64.)
Inquiry for hydraulic distributors; pneumatic equipment. (E.S.B. 19081/64.)
Inquiry for boats and fittings. (E.S.B. 19392/64.)
Manufacture under licence – kitchen utensils. (E.S.B. 19627/64.)
Market report on the Seine-et-Marne. (E.S.B. 19653/64.)
Market report on the Laval region and the department of the Mayenne. (E.S.B. 19553/64.)

Germany, Federal Republic of
Agency inquiry for bath robes; beach coats. (E.S.B. 20277/64.)
Agency inquiry for woollen socks. (E.S.B. 19895/64.)
Agency inquiry for cardboard; paper. (E.S.B. 20187/64.)
Inquiry for steel strip. (E.S.B. 19969/64.)

Greece
Agency inquiry for pigments. (E.S.B. 20412/64.)

Guatemala
Agency inquiry for oilseed machinery; sugar milling and refining machinery. (E.S.B. 19821/64.)

Honduras Republic
Inquiry for plywood press and sander. (E.S.B. 19886/64.)

India
Inquiry for head sets. (E.S.B. 19677/64.)

Iraq
Inquiry for fruit bushes and trees; poultry equipment; seeds. (E.S.B. 19623/64.)
Submission of tenders. (E.S.B. 20181/64.)

Irish Republic
Agency inquiry for electric motors. (E.S.B. 20476/64.)

Israel
Agency inquiry for television equipment. (E.S.B. 20208/64.)
Agency inquiry for electronic equipment; laboratory instruments; telecommunications equipment. (E.S.B. 9239/64.)
Agency inquiry for temperature controllers and recorders; thermostats. (E.S.B. 7135/63.)
Inquiry for hopper fed machines for ceramic plates. (E.S.B. 19869/64.)

Italy
Agency inquiry for domestic appliances. (E.S.B. 19586/64.)
Agency inquiry for accessories for textile machines; packings and jointings. (E.S.B. 20117/64.)
Inquiry for parchment and vellum. (E.S.B. 20205/64.)
Inquiry for silver products. (E.S.B. 19457/64.)
Manufacture under licence – caravans; pre-fabs; chalets; trailers. (E.S.B. 19617/64.)

Italy/Rumania
Trade Agreement. (C.R.E. 3579/G.)

Jamaica
Inquiry for garden furniture and equipment; playground equipment; plastics sheets. (E.S.B. 20137/64.)

Lebanon
Agency inquiry for disinfectants and antiseptics; insecticides; paints and lacquers. (E.S.B. 19545/64.)

Liberia
Inquiry for vehicle registration plates. (E.S.B. 19584/64.)

Malaysia
Agency inquiry for Christmas decorations and wrappings; toys and games; jewellery; toilet requisites. (E.S.B. 20436/64.)
Inquiry for textile equipment and plant. (E.S.B. 18956/64.)
Inquiry for laboratory equipment. (E.S.B. 8683/64.)

Mauritius
Agency inquiry for confectionery; foodstuffs; piece-goods; sewing thread; soap. (E.S.B. 19009/64.)
Inquiry for foodstuffs. (E.S.B. 19291/64.)

Mozambique
New customs tariff. (C.R.E. 9171/G.)

Netherlands
Agency inquiry for agricultural machinery and equipment; chemicals; horticultural equipment. (E.S.B. 20228/64.)
Agency inquiry for automotive parts and accessories. (E.S.B. 20226/64.)

New Zealand
Inquiry in respect of hospital project; lifts. (E.S.B. 19633/64.)

Peru
Market report on importers and commission agents specialising in surgical instruments. (E.S.B. 18458/64.)

Philippines
Inquiry for steel. (E.S.B. 19338/64.)

Portugal
Inquiry for plastics footwear machinery. (E.S.B. 20416/64.)
Inquiry for industrial valves. (E.S.B. 10201/64.)

South Africa
Inquiry for cosmetics; powdered soaps. (E.S.B. 18948/64.)

Southern Rhodesia
Agency inquiry for dress materials; swimwear. (E.S.B. 20230/64.)

Spain
Manufacture under licence – storage heaters. (E.S.B. 18974/64.)

Sudan
Sudanese government encouragement to industrial development. (E.S.B. 18911/64.)

Sweden
Agency inquiry for steel tubing. (E.S.B. 19576/64.)
Inquiry for letter balances. (E.S.B. 19366/64.)

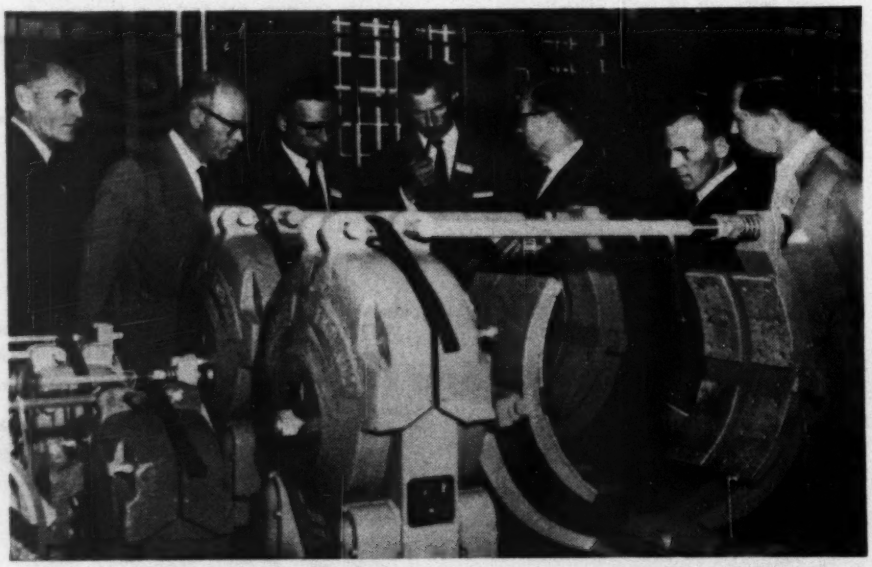
Switzerland
Agency inquiry for plastics decorative boxes. (E.S.B. 20125/64.)
Agency inquiry for hose clips; immersion heater; steel; tools; wall plugs. (E.S.B. 19980/64.)
Inquiry for collapsible containers. (E.S.B. 20403/64.)
Inquiry for veterinary medicines. (E.S.B. 19668/64.)

Syrian Arab Republic
Inquiry for motor coaches. (E.S.B. 19885/64.)

Trinidad
Agency inquiry for safety helmets; safety shoes. (E.S.B. 19826/64.)
Agency inquiry for office equipment and furniture. (E.S.B. 18106/64.)
Inquiry for laboratory equipment. (E.S.B. 19688/64.)

Trucial States
Inquiry for confectionery; foodstuffs. (E.S.B. 19350/64.)

United States of America
Agency inquiry for chemicals; pigments. (E.S.B. 19611/64.)
Inquiry for x-ray equipment. (E.S.B. 19974/64.)
Inquiry for machine tools. (E.S.B. 19908/64.)
Inquiry for cow mattresses. (E.S.B. 10212/64.)
Inquiry for walking sticks and canes. (E.S.B. 19631/64.)
Inquiry for footwear. (E.S.B. 20480/64.)
Inquiry for pump couplings. (E.S.B. 20433/64.)
Manufacture under licence – shoes. (E.S.B. 16714/64.)



Five members of the Swiss Automation Mission (Steel and non-Ferrous Metals) visited the Bedford works of Brookhirst Igranic recently. The visit was arranged by the Export Council for Europe in collaboration with British Electronic Engineering Association and organized by BEAMA. The group was greeted on arrival by Mr. R. J. F. Howard, managing director, and escorted on a tour of assembly and test departments by Mr. A. W. Page, sales director, and Mr. C. Gardner, chief applications engineer. From left to right are M. Pierre Pochon, Mr. C. Gardner, Herr Truninger, Herr Hannes Bauman, Mr. A. W. Page, Herr Fritz Gasser, and M. Louis Dubois, examining BHI brakes.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

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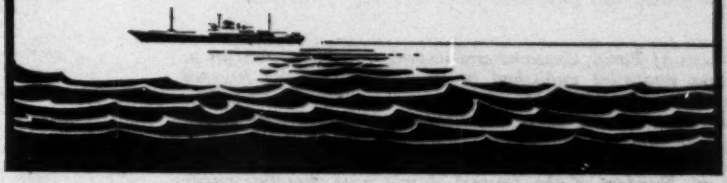

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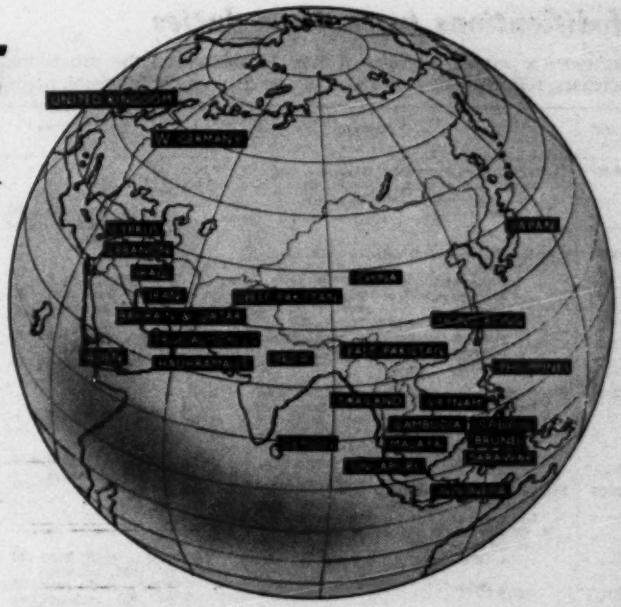

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Modifications to customs duties

THE FRENCH *Journal Officiel* of July 1, announced the provisional increases, reduction or suspension of the duty on the following items:

Tariff No.	Description	Rate of Duty
08-01	Dates, bananas, pineapples, avocados, mangoes, mangosteens and guavas, coconuts, Brazil nuts, cashew nuts, fresh or dried, shelled or not: E. Other	5·9% until June 30, 1967, inclusive, for avocados.
08-02	Citrus fruit, fresh or dried: A. Oranges: I. From April 1 to October 15: a. From April 1 to June 14 inclusive II. From October 16 to March 31: a. From October 16 to March 14 inclusive b. From March 15 to 31 inclusive D. Grapefruit	15% until June 30, 1967, inclusive. 20% until June 30, 1967, inclusive. 7·2% until June 30, 1967, inclusive.
12-07	Plants and parts (including seeds and fruit) of trees, bushes, shrubs or other plants, being goods of a kind used primarily in perfumery, in pharmacy, or for insecticidal, fungicidal or similar purposes, fresh or dried, whole, cut, crushed, ground or powdered: A. Pyrethrum (flowers, leaves, stems, bark and roots)	3% until December 31, 1964, inclusive.
20-07	Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit: B. Of a density of 1·33 or less at 15° C.: II. Of citrus fruit: a. Of oranges b. Other (1) 17·1% until June 30, 1967, for grapefruit juice. There will be an additional duty, corresponding to the duty levied on the import of sugar, applicable to the sugar content (calculated in saccharose) of the product over and above 13% by weight.	20% until June 30, 1967, inclusive. 19% until June 30, 1967, inclusive, except for grapefruit juice. (1)

Tariff No.	Description	Rate of Duty
24-01	Unmanufactured tobacco; tobacco refuse: A. Tobacco of a value, per packet, of 280 accounting units (1) per 100 kg. net B. Other (1) For the purposes of this heading, such value shall be taken to be Francs 1,382·38 per 100 kg. net. (2) 6·75% with a maximum charge of Francs 155·51 per 100 kg. net as from January 1, 1965; 9% with a maximum charge of Francs 207·35 per 100 kg. net as from January 1, 1966. (3) 12·6% with minimum and maximum charges of Francs 64·42 and 84·42 respectively per 100 kg. net as from January 1, 1965; 16·8% with minimum and maximum charges of Francs 85·90 and 112·56 respectively per 100 kg. net as from January 1, 1966.	(2) (3)
28-30	Chlorides and oxychlorides: A. Chlorides: VII. Other: d. Other (of chromium, titanium, copper, etc.)	Suspended until December 31, 1964, for titanium trichloride.
28-40	Phosphites, hypophosphites and phosphates: B. Phosphates: II. Other, including polysulphates: c. Of calcium: 2. Dicalcic: y. Other (1) 9·6% until June 30, 1967, inclusive, for dicalcic phosphate containing less than 0·2% of fluor and more than 0·01% of iron.	(1)
29-01	Hydrocarbons: D. Aromatic: VI. Other (1) 8% until December 31, 1964, inclusive, for divinylbenzene; 6% until December 31, 1964, inclusive, for vinyl-toluene.	(1)
29-02	Halogenated derivatives of hydrocarbons: A. Halogenated derivatives of acyclic hydrocarbons: III. Bromides and polybromides: a. Saturated: 1. Bromomethane and bromoethane (1) 17% until June 30, 1967, inclusive, for methyl bromide (bromomethane) for agricultural use.	(1)
29-13	Ketones, ketone-alcohols, ketone-phenols, ketone aldehydes, quinones, quinone-alcohols, quinone-phenols, quinone-aldehydes and other single or complex oxygen-function ketones and quinones and their halogenated, sulphonated, nitrated or nitrosated derivatives: D. Ketone alcohols and ketone aldehydes: I. Acyclic, cyclanic, cyclenic and cycloterpenic: b. Other than acyclic E. Ketone-phenols and other single or complex oxygen-function ketones (1) Until December 31, 1964, inclusive, this duty is reduced to: 3% for the following products: Pregnenolone; 17 alpha hydroxypregnenolone: Dehydroepiandrosterone. 6% for the following products: 1, 4, 17 (20)-pregniatriene-11 beta, 21 diol-3-one; 4, 17 (20) pregnadiene-11-beta, 21-diol-3-one. (2) 3% until December 31, 1964, inclusive, for 16-beta-methyl-16-alpha; 17-alpha-epoxy-5-pregnen-3-beta-ol-20-one.	(1) (2)
29-14	Monoacids and their anhydrides, acid halides, acid peroxides and peracids, and their halogenated, sulphonated, nitrated or nitrosated derivatives: A. Saturated acyclic monoacids: II. Acetic acid, its salts and esters: c. Esters of acetic acid: 5. Other (1) Until December 31, 1964, this duty is reduced to: 3% for 16, 17 epoxypregnenolone acetate: 6% for the following products: 16 alpha-methyl-1, 4, 9 (11) pregnatriene-17, alpha, 21 diol-3, 20-dione-21 acetate; 16 alpha-methyl-allopregnane 11-alpha, 17 alpha, 21 triol-3, 20 dione-11 paratoluene sulfonate-21 acetate.	(1)
29-29	Organic derivatives of hydrazine or of hydroxylamine (1) 3% until December 31, 1964, inclusive, for oxime of 16, 17-dehydropregnenolone acetate.	(1)
29-31	Organo-sulphur compounds: B. Other than xanthates: II. Other than benzyl dichloride disulphide (1) 8% for tertiary dodecyl mercaptan. (2) 6% until December 31, 1964, inclusive, for thio-bis-di secamylphenol.	(1) (2)
29-35	Heterocyclic compounds, including nucleic acids: O. Other: II. Other: b. Other: 1. Exclusively with one or more nitrogen hetero-atoms 2. Other (1) 6% until December 31, 1964, inclusive, for the following products: 4-ethylamino-6-isopropylamino-2-methoxy 1, 3, 5-triazine; Dichloride of 1, 1'-dimethyl-4-4' dipyridylium; Dibromide and dichloride of 1, 1' ethylene-2, 2' dipyridylium; 2-methylmercapto-4, 6-bis (isipropylamino)-1, 3, 5-triazine; Gamma picolina. (2) Suspended until December 31, 1964, inclusive, for the following products: 1-phenyl 3 pyrazolidone; 1, 4 diaza-bicyclo-2, 2, 2-octane (triethylenediamine). (3) 12·8% until June 30, 1967, inclusive, for furazolidone, ethoxyqinoleine and nitrofurazone. (4) Suspended until December 31, 1964, for diosgenine.	(1) (2) (3) (4)

Tariff No.	Description	Rate of Duty
29-38	Provitamino and vitamins, natural or reproduced by synthesis, including concentrates and intermixtures, whether or not in any solvent: B. Vitamins, unmixed, whether or not in aqueous solution: I. Vitamins A, B2, B6, B12 and H: b. Other than vitamins A.	4% until December 31, 1964, inclusive, for vitamin B6.
29-41	Glycosides, natural or reproduced by synthesis, and their salts, esters, ethers and other derivatives: A. Digitalis glycosides	6% until December 31, 1964, inclusive.
	D. Other	(1)
	(1) 6% for pure scilla glucoside and salts of calcium sennoside A and B.	
29-42	Vegetable alkaloids, natural or reproduced by synthesis, and their salts, ethers, esters and other derivatives: C. Other alkaloids: VIII. Other c. Other	(1)
	(1) 6% until December 31, 1964, inclusive, for alkaloids of spurred rye, their salts, ethers, esters and other derivatives.	
30-01	Organo-therapeutic glands or other organs, dried, whether or not powdered; organo-therapeutic extracts of glands or other organs or of their secretions; other animal substances prepared for therapeutic or prophylactic uses, not elsewhere specified or included: B. Not specified: II. Other	Suspended until December 31, 1964, inclusive, for the 'intrinsic factor'.
38-05	Tall oil: B. Other than crude	(1)
	(1) Suspended until December 31, 1964, inclusive, for tall oil other than crude intended for the manufacture of synthetic rubber, subject to the conditions and control formalities fixed by the competent authorities.	
38-07	Spirits of turpentine (gum, wood and sulphate) and other terpenic solvents, produced by the distillation or other treatment of coniferous woods; crude dipentene; sulphite turpentine; pine oil: A. Spirits of turpentine	(1)
	B. Other: I. Sulphate turpentine; crude dipentene . .	(2)
	II. Not specified: a. Pine oil	(3)
	b. Other	(2)
	(1)-(3) Until December 31, 1964, inclusive, this duty is reduced to: (1) 6·6%; (2) 7·8%; (3) 9·8%.	
38-08	Rosin and resin acids and derivatives thereof other than ester gums included in heading No. 39-05; rosin spirits and rosin oils: A. Rosin, including 'resinous pitch'	8·1% until December 31, 1964, inclusive.
38-11	Disinfectants, insecticides, fungicides, weedkillers, anti-sprouting products, rat poisons and similar products, put up in forms or packings for sale by retail or as preparations or as articles (e.g. sulphur-treated bands, wicks and candles, fly-papers): C. Other: I. Put up in forms for retail sale or in packings of a net weight of 1 kg. or less or as articles: b. Other	(2)
	II. Other: c. Other	(1) (2)
	(1) 16% for weed-killers and insecticides intended for agriculture subject to the conditions and control formalities fixed by the competent authorities. (2) 10% until June 30, 1967, inclusive, for preparations based on ethylene dibromide containing a maximum of 70% of ethylene dibromide (1, 2-dibromoethane) put up in the form of emulsions containing an emulsifying product in a proportion of 3 to 5% diluted with xylene or petroleum.	

The remainder of this list will be published in next week's *Board of Trade Journal*.

The full French text of this notice may be seen at the Exports Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Global quota for the import of frozen beef

THE FRENCH *Journal Officiel* of June 25, published an amendment to notices announcing the opening and extension of a quota for the import of frozen beef into France, which appeared on pages 315 and 1033 of the *Board of Trade Journal* dated February 7 and May 8.

The validity of import certificates has now been extended to August 15, 1964.

Modifications to customs tariff

THE *Journal Officiel* of June 26 announced that the notice in the *Journal Officiel* of June 18, amending certain items in the Customs Tariff, details of which appeared on page 39 of the *Board of Trade Journal* dated July 3, should be amended to read as follows:

Tariff No.	Description	Reduced Rate of Duty
09.08	Nutmeg, mace and cardamoms: II. Other: (a) Nutmegs:	15%
	(b) Other: (1) Mace	20%
	(2) Cardamoms	15% (3)

Duty quotas

THE FRENCH *Journal Officiel* of June 27 announced the amount of the duty-free quotas for benzene for use other than as a carburant or fuel (Tariff No. 29-01 D I b 1) and newsprints (Tariff No. 48-01 A).

The quota for the import of benzene during the half-year July 1, to December 31, 1964, inclusive, has been fixed at 22,000 metric tons nett.

The quota for the import of newsprint has been fixed at 60,000 metric tons for 1964.

The full French text of the above notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of June 18, 1964 (*Moniteur Belge* No. 122 of June 23), contains an addition and amendments to the list of goods to be admitted free of import duty during 1964 up to an annual quota specified against each item imported from *non-EEC* countries. Goods imported under a duty tariff quota may *not* be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

The order came into force on July 1, 1964.

ADDITION

Tariff No.	Description of Goods	Annual Quota (Quantity – Metric tons) OLD (Prior to July 1, 1964)	Annual Quota (Quantity – Metric tons) NEW (From July 1, 1964)
ex 73.08 A	Iron or steel coils for re-rolling, plated with alloy steel (not predominating in weight), the latter containing less than 0·6% by weight of carbon and more than 10% by weight of chromium, other alloy elements being left out of consideration (stainless steel), annealed and dipped ("decapees"), of a width of more than 900 millimetres exclusive to 1,300 millimetres inclusive, and of a thickness not exceeding 6 millimetres	—	200*

AMENDMENTS

Tariff No.	Description of Goods	Annual Quota (Quantity – Metric tons) OLD (Prior to July 1, 1964)	Annual Quota (Quantity – Metric tons) NEW (From July 1, 1964)
ex 73.15 A IVb	High carbon steel wire rod: Of a diameter of at least 4·5 but not more than 6 millimetres, containing at least 0·62% but not more than 0·74% carbon. . . .	2,500†	3,000*
ex 73.15 B IIIa	Coils for re-rolling of alloy steel, containing less than 0·6% by weight of carbon and more than 10% by weight of chromium, other alloy elements being left out of consideration (stainless steel), annealed and dipped ("decapees"), of a width of more than 900 millimetres exclusive to 1,300 millimetres inclusive, and of a thickness not not exceeding 6 millimetres . . .	2,000†	1,300*

†Quota for the first half of 1964.
*Quota for the second half of 1964.

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas was published in the *Board of Trade Journal* of May 29, 1964, page 1200.

DENMARK

Global quotas for 1964/1965

DENMARK HAS ESTABLISHED the following global quotas for the period July 1, 1964, to June 30, 1965. These quotas are available to most countries except those in the Communist bloc.

List I contains quotas which Denmark has increased in accordance with her obligations under Article 10 of the EFTA Convention: List II contains quotas for goods falling outside the provisions of the Convention.

LIST I

Quota Number	Heading in the Customs Tariff	Commodity	Quota (1,000 kr.)
229	ex 17.04 ex 18.06	Sugar confectionery and chocolate	18,000
231	ex 19.08	Biscuits, rusks	4,000
233	ex 18.06 ex 21.07	Other food preparations, also containing cocoa	5,000
236	ex 25.16	Granite in blocks and sheets	400
241	ex 29.43	Glucose, invert sugar, fructose and maltose (chemically pure)	3,500
242	35.05 ex 35.06	Dextrins; soluble or roasted starches; starch glues and glues containing starch or starch products	3,300
248-49	ex 40.06	Adhesives on backings of plastic materials or paper	7,500
253	40.10	Transmission, conveyor or elevator belts or belting, of vulcanized rubber	6,000
254	ex 40.11	Rubber tyres and tubes for bicycles without motor and for bicycles with an auxiliary motor	2,500
267	ex 46.03	Basketwork, wickerwork and other articles of plaiting materials	1,650
268	ex 48.07 ex 48.13	Carbon and other copying papers and transfer papers	2,250
271	ex 48.11	Wallpaper	5,000
277	ex 62.03	Sacks and bags	7,500
279	ex 64.01 ex 64.02	Footwear with uppers of rubber, footwear on which outer soles are vulcanized	5,000
280	68.01	Road and paving setts, curbs and flagstones, of natural stone	900
281	ex 68.02	Worked monumental or building stone, and articles thereof	400
282	68.14	Friction material	4,350
551	ex 84.15	Refrigerating cabinets with a volume of not more than 200 litres and parts thereof	16,000
553	ex 84.16 ex 84.18 ex 84.40	Ironing machines, centrifugal driers and washing machines for domestic use and parts of such machinery	7,000
554	ex 84.16 ex 84.18 ex 84.40	Ironing machines, centrifugal driers and washing machines for laundries and parts of such machinery	8,500
555	ex 84.22	Lifts and parts thereof	3,000
557	ex 84.22	Lifts and parts thereof	3,000
557	ex 84.61	Taps, cocks, valves and similar appliances for pipes, boiler shells, tanks, vats and the like, including pressure reducing valves and thermostatically controlled valves, weighing 3 kgs. or less	32,000
558	ex 84.61	Taps, cocks, valves and similar appliances for sanitary use, weighing 3 kgs. or less	15,000
572	ex 90.26 ex 90.29	Gas meters and parts thereof	300
578	ex 84.16 ex 84.18 ex84,40	Parts for production of washing machines, etc., for domestic use	6,500

LIST II

Quota Number	Heading in the Customs Tariff	Commodity	Quota (1,000 kr.)
726	ex 02.01 ex 02.06	Mutton and lamb, fresh, chilled, frozen, salted, dried or smoked	800
731	ex 04.02	Milk powder for industrial products, e.g., biscuits, chocolate and certain kinds of preserved meat	Unrestricted licensing
729	04.06	Natural honey	2,250
787	ex 06.01	Tulip, narcissus and hyacinth bulbs	5,500
734 775-778	ex 07.01	Vegetables, fresh	Unrestricted licensing on a seasonal basis.
779	ex 07.02 ex 07.03	Vegetables, frozen or temporarily preserved for industrial use	Unrestricted licensing
773	ex 08.06	Apples and pears, fresh	Unrestricted licensing on a seasonal basis.
780	ex 08.07	Cherries, fresh	Unrestricted licensing on a seasonal basis.
781	ex 08.07 ex 08.08 ex 08.09	Plums, berries and netted melons, fresh	Unrestricted licensing on a seasonal basis.
740	ex 11.01	Wheat flour for use in export industries, etc.	Unrestricted licensing
741	ex 11.01 ex 11.02	Semolina for the manufacture of macaroni and cornflour for the manufacture of bakery products	Unrestricted licensing

LIST II *Continued*

Quota Number	Heading in the Customs Tariff	Commodity	Quota (1,000 kr.)
795	ex 11.05 ex 11.06 ex 11.08 11.09	Flour, meal and flakes of potato and flour and meal of sago and of manioc, arrowroot and other roots and tubers; 'corn starch' (maize starch), rice starch, manioc starch, tapioca starch and arrowroot starch, inulin, gluten and gluten flour, for industrial purposes	Unrestricted licensing
748	ex 12.01	Rapeseed and colza seed	100
783	16.01 ex 16.02	Sausages, preserved meat and other meat products, except pate de foie gras	1,000
798	ex 17.01 ex 17.02 ex 17.03 ex 17.04 ex 17.05	Sugar and sugar solutions for special purposes	Unrestricted licensing
757	19.03	Macaroni, spaghetti and similar products	700
858	ex 07.02 ex 07.03 ex 20.01 ex 20.02	Vegetables, frozen, prepared or preserved, to be used in preparing food for consumption in aircraft	Unrestricted licensing
785	ex 07.02 ex 07.03 ex 20.01 ex 20.02	Vegetables, frozen, prepared or preserved, other than for industrial and special purposes	4,800
760	ex 08.11 ex 20.15 ex 20.06 ex 20.07	Fruit pulp and juice, of apples, pears, cherries, plums, berries, etc., for industrial use	According to demand, having regard to the size of the crop.
786	ex 20.03 ex 20.06 ex 20.07	The following types of fruit, prepared or preserved, for non-industrial purposes; pears, cherries, raspberries and strawberries, and mixtures containing 30% or more by weight of such fruit – irrespective of the size of the containers. Apples, plums, red currants, white currants and black currants, and mixtures containing such fruit – in containers of a gross weight of over 2 kg. Juice of apples, pears, cherries, raspberries, elderberries, strawberries, red currants, white currants and black currants, and mixtures containing such fruit juices	800
851	ex 20.02 ex 20.05 ex 20.07	Babyfood	500
852	ex 20.02 ex 21.07	Cooked ravioli, macaroni, spaghetti and similar ready-cooked dishes	1,800
854	ex 20.05	Marmalades	1,200
855	ex 20.05	Jams; fruit jellies, fruit puree and fruit pastes	700

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458, 459 and 461). 461).

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS MINISTERIAL Order No. D4/4842 of June 22, 1964 (*Nederlandse Staatscourant* No. 118 of June 22), contains amendments (reproduced below) to the list of goods to be admitted free or at a reduced rate of import duty up to an annual quota specified against each item when imported from *non-EEC* countries. Goods imported under the terms of this Order may *not* be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc. will not be regarded as having been further manufactured or treated).

The order came into force from July 1, 1964.

AMENDMENTS

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Duty-free or Reduced Duty (Per cent)	
		OLD (Prior to July 1, 1964)	NEW (From July 1, 1964)	OLD (Prior to July 1, 1964)	NEW (From July 1, 1964)
08.04 B I	Grapes, dried, in packages of a net weight of not more than 15 kg.	1,000*	1,016†	6	6
73.13 A I 73.15 B VI a 1	'Electrical' sheets and plates with a watt-loss regardless of thickness of 0·75 watt or less	575*	400†	3	3

*Quota for the first half of 1964.
†Quota for the second half of 1964.

A previous notice on The Netherlands Import Duty Tariff quotas was published in the *Board of Trade Journal* of July 10, 1964, page 101.

EUROPEAN ECONOMIC COMMUNITY

Common agricultural policy - milk and milk products, beef and veal, and rice markets

A NOTICE published in the *Board of Trade Journal*, page 886, of April 17, announced that three regulations made by the Council of the European Economic Community instituting a common agricultural policy for milk and milk products, beef and veal, and rice within the Community would be brought into force as from July 1, 1964.

The Community has, however, decided to postpone the entry into force of these regulations. The *Journal Officiel des Communautés Européennes* of July 1, contains the text of a further Council regulation which provides for the common policy for milk and milk products and beef and veal to be instituted as from November 1, 1964, and for the rice as from September 1, or September 12, 1964, depending on the date at which the necessary legislation is drawn up.

SPAIN

Import restrictions on poultry and eggs

IN THE STATE GAZETTE of March 20, the Spanish authorities published an Order prohibiting the import into Spain of birds and eggs for human consumption from countries where the use of arsenicals, antimonials and oestrogens in the feeding of poultry is not forbidden.

Inquiries about this notice should be made to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 460 or 462).

BRAZIL

Fiscal dollar rate

THE BRAZILIAN fiscal dollar rate, used for the calculation of *ad valorem* customs duties, will be 1,189.3 cruzeiros to the United States dollar during July.

ST. VINCENT

Commercial samples

THE BOARD OF TRADE have received a copy of the St. Vincent S.R. & O. 1964 No. 10 – Customs Regulations which include the following paragraph on the importation of commercial samples:

Commercial travellers who import samples of dutiable goods and who desire to exhibit the same in the Colony without payment of duty thereon shall produce to the proper officer duly authorised invoices in duplicate and may either deposit a sum equal to the one and one-half times of the duty on the samples or, if the Collector shall so permit, may enter into a bond in the prescribed form for the payment of the duty. Subject to the observance of these conditions and the re-exportation of the samples under customs supervision after due notice given to the proper officer at the export station within three months of such further period as the Collector may in any special circumstances allow, no duty shall be charged on the samples, and the bond shall be cancelled, or the amount deposited refunded as the case may be, on the certificate of the proper officer that the goods have been exported. No samples imported under this regulation may be sold within the Colony except with the prior written consent of the Collector and subject to the payment of duty and the observance of such conditions as he shall see fit to impose.

Inquiries about the above notice should be addressed to the Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

British commercial representative in Canada

MR. J. B. INGRAM, at present serving in the Engineering and Industries Division of the Board of Trade, has been appointed as a British Trade Commissioner at Ottawa and will take up his appointment in August. He will succeed Mr. L. Lightman who will be returning to Britain for duty with the Board of Trade.

Canada

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ARGENTINA

Modifications to import lists

ARGENTINE Government Decree No. 4166 of June 5, 1964, adds the following items to the lists attached to Decree No. 5439/59:

Tariff No.	Item	List
4271	Powder with the character of a derivative of the sodium salt of a naphthalenesulphonic acid ('Eloxanol')	4
4271	Powder with the character of the sodium salt of an aminonaphthol-sulphonic acid ('J Acid-urea Base HK')	2
4271	Powder with the character of 6-amino-1-naphthol-3-sulphonic acid ('J Acid')	2
4271	Powder with the character of 2-naphthylamine-5-sulphonic acid	2
4271	Powder with the character of 1-naphthylamine-7-sulphonic acid ('Cleves Acid')	2
4271	3-Amino-4-methoxybenzoic acid	2
4271	Powder with the character of the sodium salt of 2-naphthylamine-4:8-disulphonic acid ('C Acid')	2
4271	Powder with the character of a naphthylaminesulphonic acid	2
4271	Powder with the character of 4:4'-diaminodephenylamine-6-sulphonic acid	2
4271	*p*-Aminoacetanilidesulphonic acid, partially neutralized to form the sodium salt	2
4271	Powder with the character of an aminonaphtholsulphonic acid, partially neutralized to form the sodium salt ('Metasulphophenyl-gamma acid')	2
4271	'Polvo que presenta caracteres de un ácido naftaler-estilben-amino-sulfónico parcialmente neutralizado en forma de sal sódica ("Amino estilbentriazol")' – reproduced in the original Spanish as this chemical cannot be identified	2
4315	*N*-Myristyl-γ-picolinium chloride ('Quatresin')	2
4280	Prednisolone 21-hexoate	2
4280	11β:17α:21-Trihydroxy-6α-methylpregna-1:4-diene-3:20-dione 21-acetate	2
4280	Vitamin D_2 oil, with a concentration of one million international units per gramme ('Duphasol D_2-1000S')	2
4280	Vitamin D water-soluble powder stabilized with gelatin and sugar and incorporated in a vehicle of powdered skimmed milk ('Duphasol D_2-200')	3
4280	'Poli (N.metilen-dietilendiamina)' – reproduced in the original Spanish as this chemical cannot be identified	2
1661	Sections of wrought steel for the manufacture of scraper rings for pistons	5

Imports of omnibus chassis parts

H.M. EMBASSY at Buenos Aires report that the surcharge of 40 per cent applicable to chassis parts for passenger omnibuses is restricted to those whose distance between axles is not less than 5.45 metres, and not to those of more than 5.45 metres as reported in the *Board of Trade Journal* of July 3, 1964 (page 36).

'Aforos' for imports

ARGENTINE Customs Administration Resolution No. 355 of June 22, 1964, establishes an index price ('aforos' – average valuations) on which surcharges and duties in respect of the following item will be assessed:

Tariff No.	Item	Value U.S. $ (C. and F.)	Appraisement Unit
4264 bis	Sodium fluorosilicate	156·00	1,000 kilos net

We are cash buyers of merchandise of every description. Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks, also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

Should you have anything for disposal either now or at any future time please send us samples, full particulars and price on a cash settlement basis and the matter will have our immediate and careful attention.

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23/25 CHARLES LANE, ST. JOHN'S WOOD, LONDON, N.W.8

Telephone: JUNiper 0701 *Grams:* Gordon, Juniper 0701

Further modifications to import lists

ARGENTINE GOVERNMENT Decree No. 4167 of June 5, 1964, amends as follows the lists attached to Decree No. 5439/59:

Remove from the exclusions in Part 4280 of List 2 (20 per cent surcharge): (vi) cortisone, hydrocortisone, prednisone, prednisolone and their respective compounds and derivatives, except:

'9-alfa-acetato-fluor-hidrocortisona',
9 -fluoro-17 :21- dihydroxy-16 methylpregna-1:4-diene-3:11:20-trione, fluocinolone acetonide,
methylprednisolone,
17 :21-dihydroxyprednane-3:11:20-trione 21-acetate,
4-bromo-17:21-dihydroxypregnane-3:11:20-trione 21-acetate,
'21-acetato del 16-alfa-metilo-17-alfa-21-diol-3-20-diceto-del delta-1-4-9-pregnantrien' (sic),
4-bromo-17-hydroxypregnane-3:11:20-trione acetate,
prednisolone 21-(disodium phosphate),
deoxycorticosterone.

Add to the exclusions in Part 4280 of List 2 (20 per cent surcharge): (vi) hydrocortisone, prednisone and prednisolone and their respective compounds and derivatives, likewise the compounds and derivatives of cortisone, except:

'9-alfa-acetato.....(etc.)'

BARBADOS

Polythene bags

THE BOARD OF TRADE have received a copy of an Order which amends item 599-01.1 of the Barbados Customs Tariff by omitting the words 'to be used exclusively as containers for packaging confectionery and baking powder in a factory, on the certificate to that effect of the manager, attorney or secretary of the said factory', the item will now read: 'Polythene bags' the rates of duty remain unchanged.

Inquiries about the above notice should be addressed to the Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

NEW ZEALAND

Revocation of some tariff concessions for machinery

THE New Zealand Minister of Customs is reviewing the decisions approving the admission of certain machinery at concessionary rates of duty under Item 352 of the former Tariff (see *Board of Trade Journal*, July 12, 1963, *et seq*).

The New Zealand Customs Department have now published a list of items for which entry at concessionary rates of duty will be revoked with effect from July 1, 1964. This list comprises items covered by the notices published in the *Board of Trade Journal*, August 16, 1963 (page 372), September 13, 1963 (page 598), October 4, 1963 (page 772), November 8, 1963 (page 1050), November 22, 1963 (page 1183), January 31, 1964 (page 240), March 6, 1964 (page 540), March 20, 1964 (page 666).

Details of the items concerned together with the substantive tariff rates in force from July 1, 1964, can be seen at Board of Trade, Room E.54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Anyone requiring further information about this notice should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.

A BARGAIN — new Ready-Made Company registrations £25 complete — all trades and professions. Also rapid company formation service under supervision of Mr. T.A. Herbert, LL.B. and Mr. P. Jamieson, ex-Registrar of the Board of Trade Companies Dept. of Scotland. Send for "Advantages of Trading as a Limited Company" 3/- post free.

Business Economy Company Registrations Ltd.,

(Dept. A/92), 156 Strand, London W.C.2., TEM 8377/2294 and 19 Walker Street, Edinburgh 3, CAL 1167.

AUSTRALIA

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
METALS:		
Steel:		
Angles, otherwise classifiable under Tariff Item 136 (C) (1), viz.:		
6 in. by 3½ in.		
6 in. by 4 in.		
Beams or joists, otherwise classifiable under Tariff Item 155 (A), viz.:		
6 in. by 3 in. 9 in. by 4 in.		
7 in. by 3½ in. 10 in. by 4½ in.	449 (A) (1)	Free
8 in. by 4 in. 12 in. by 5 in.		
Channels, otherwise classifiable under Tariff Item 155 (A), viz.:		
6 in. by 3 in. 9 in. by 3 in.		
7 in. by 3 in. 10 in. by 3½ in.		
8 in. by 3 in. 12 in. by 3½ in.		
Plates and sheets, otherwise classifiable under Tariff Item 136 (D), viz.:		
Exceeding 0·125 inch in thickness provided in the "as rolled" condition; or		
Exceeding 0·180 inch in thickness.		
Provided the goods are entered for home consumption on or before September 30, 1964.		

Cancelled by-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
HAND TOOLS OF TRADE for the use of artisans and mechanics and hand tools in general use when not made wholly of wood, unless specifically so provided and not being machines, viz.:		
Files:		
Having diamond grains as the working media:	219 (F)	22½% *ad val.*
but Tariff Item 449 (A) (1) applies to such goods provided they are in direct transit to Australia on June 11, 1964, and are entered for home consumption on arrival; or		
in bond in Australia on June 11, 1964, and are entered for home consumption on or before July 13, 1964		

MALAYSIA (STATES OF MALAYA)

Customs tariff amended

THE BOARD OF TRADE have received a copy of the Malayan Customs Duties (Amendment) (No. 5) Order 1964, which came into force on June 18, 1964. This order amends the following items in the First Schedule to the Customs Duties Order 1964 to read:

Code	Description	Unit of quantity	Import Duty	
			Full	Preferential
629 103-1	Motor car tyres, outer covers and tubeless tyres, pneumatic, used	No.	$1·40 per lb.	$1 per lb.
629 103-2	Lorry and bus tyres, outer covers, and tubeless tyres, pneumatic, used	No.	$1·40 per lb.	$1 per lb.
629 104-1	Motor cycle tyres, outer covers, and tubeless tyres, pneumatic, new	No.	$2·10 per lb.	$1·50 per lb.
629 104-2	Motor cycle tyres, outer covers, and tubeless tyres, pneumatic, used	No.	$2·10 per lb.	$1·50 per lb.
629 104-3	Motor scooter tyres, outer covers, and tubeless tyres, pneumatic, new	No.	$2·10 per lb.	$1·50 per lb.
629 104-4	Motor scooter tyres, outer covers, and tubeless tyres, pneumatic, used	No.	$2·10 per lb.	$1·50 per lb.
629 108-1	Motor cycle tyres, pneumatic, inner tubes	No.	$2·10 per lb.	$1·50 per lb.
629 108-2	Motor scooter tyres, pneumatic inner tubes	No.	$2·10 per lb.	$1·50 per lb.
629 111-1	Other covers for pneumatic tyres, not elsewhere specified	No.	Nil	Nil
629 111-2	Other inner tubes for pneumatic covers, not elsewhere specified	No.	Nil	Nil

MALAYSIA (SINGAPORE)

Import of monosodium glutamate

THE BOARD OF TRADE have received a copy of Notice to Singapore importers No. 183 which states that individual import quotas for July 1964 are reduced to 50 per cent of an importers quota for the month of June 1964. No further quotas will be issued in August as the importation of monosodium glutamate into Singapore will be prohibited w.e.f. August 1, 1964. Quota holders are thus advised to ship their consignments before July 31, 1964. An earlier notice on this subject appeared in the *Board of Trade Journal* dated June 19, 1964.

SIERRA LEONE

New decimal currency—cheques

GOVERNMENT NOTICE No. 682 published in the Sierra Leone *Gazette* of May 5, 1964 announced for general information that all cheques drawn in Sierra Leone on or after August 4, 1964, should be expressed in Leones and Cents. Cheques drawn in amounts of Pounds, Shillings and Pence will be returned to the drawer for amendment.

Any cheques drawn before August 4 in Pounds, Shillings and Pence but presented on or after that date will be paid by the Banks and accounts debited and credited in the amount in new Currency, in accordance with the official conversion table (published in the *Board of Trade Journal*, February 21, 1964, page 433).

UGANDA

Prohibition of imports of shortgun ammunition

THE UGANDA FIREARMS (Prohibition of Import) Order, 1964 prohibits the importation of any shortgun ammunition except with the prior consent in writing of the Minister.

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REPUBLIC OF SOUTH AFRICA

Customs tariff change

GOVERNMENT NOTICE R975, published in the Republic of South Africa Government *Gazette* of July 3, sets out the following amendment to the Republic's customs tariff with effect from that date:

Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
307	(5) Toys: By the addition, after sub-paragraph (b) of paragraph (5), of the following sub-paragraph, the existing sub-paragraph (c) becoming sub-paragraph (d): "(c) Wholly or chiefly of artificial plastic, other than included elsewhere in this item . .	—	25%	—

Note. The effect of this notice is to increase the duty on certain toys made wholly or chiefly of artificial plastic.

Customs tariff applications

CUSTOMS TARIFF APPLICATION List No. 373, published in the Republic of South Africa Government *Gazette* of July 10, states that the Board of Trade and Industries have received the following applications affecting the Republic's customs tariff:

(1) for increases in duty on certain thermosetting resin laminated industrial plastic sheets from free of duty to 7 cents. per lb. for those not exceeding 70 cents per lb. and from free of duty to 10 per cent *ad valorem* for those exceeding 70 cents per lb.;
(2) for increases in duty on certain unbacked aluminium foil not exceeding ·006 inch thickness from free of duty to 15 per cent *ad valorem* for embossed foil, and from free of duty to 20 per cent *ad valorem* for printed foil, whether or not it is embossed;
(3) for a revision of the tariff item relating to wrought aluminium plates, sheets, circles and strip.

Where British trade organizations are thought to be interested in the above applications they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African authorities and desiring further information relating to the applications should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference (1) CRE 8956/64, (2) CRE 8957/64 and (3) CRE 8958/64.

IVORY COAST REPUBLIC

Global import quotas for July—December, 1964

IT HAS BEEN announced in Abidjan that the following quotas have been opened for the import of goods from all countries for the second half of this year:

(Rate of exchange £1 = 691 Francs C.F.A.)

Description	Values ('000 Francs) C.F.A.
Other sugar and confectionery	1,000
Fresh fruit and vegetables	25,000
Foodstuffs (other products)	25,000
Tobacco	50,000
Mineral and metal products	15,000
Pharmaceuticals, colouring matters and insecticides	10,000
Plastics materials	10,000
Chemical products	10,000
Fabrics, not printed, blankets other than electric blankets	40,000
Hosiery and knitted goods, clothing	10,000
Kitchen and household ware, tools and cutlery	100,000
Air-conditioning plant and refrigerators	40,000
Office machinery	20,000
Domestic radio equipment	15,000
Photographic equipment	5,000
Watches and clocks	4,000
Other mechanical and electrical equipment	25,000
Cycles and motorcycles	5,000
Miscellaneous	50,000

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

LEBANON

Customs tariff amendments

THE FOLLOWING CHANGES have been made to the Lebanese Customs Tariff:

Heading No.	Description of goods	Basis for collection	Normal Tariff
34.02	Organic surface-active agents; surface-active preparations and washing preparations, whether or not containing soap: (a) Washing preparations: The duty not to be less than . . .	K. ⅛ G. *ad val.*	30 Piastres 50%
	(b) (No change). (c)		
37.05	Plates, unperforated film and perforated film (other than cinematograph film), exposed but not developed, negative or positive: (a) Scientific or prepared for health or agricultural guidance	*ad val.*	Exempt
	(b) Other	*ad val.*	25%
48.16	Boxes, bags and other packing containers, of paper or paperboard: (a) (No change). (b) Paperboard boxes, perforated for ventilation, prepared for the packing of fresh vegetables and fruits and other agricultural and animal products requiring ventilation .	Box	5 Piastres
	(c) (No change). (d)		
73.24	Containers of iron or steel for compressed or liquid gases: (a) Welded: (1) Containing an inert porous matter whether impregnated with acetone or not	*ad val.*	Exempt
	(2) Other	Container	125 Piastres
	(b) Other	*ad val.*	Exempt

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Telephone City 5757, Ext. 460/462).

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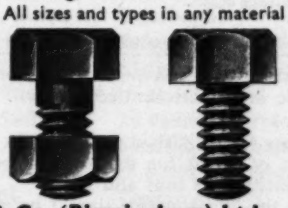

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MOROCCO

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of June 17, 1964, published details of further modifications to the table of customs duties (*ad valorem*) levied on importation into Morocco. The new rates came into effect as from June 22, 1964, and are as follows:

Tariff No.	Description	Tariff	
		General Tariff	Working Tariff
20-02	Vegetables prepared or preserved otherwise than by vinegar acetic acid:		
	A. Mushrooms	50	25
	B. Other	100	80
90-07	Photographic apparatus; flashlight apparatus or appliances for photography or cinematography:		
	A. Photographic appliances, with parts, spares and accessories:		
	I. For aerial photography	40	30
	II. Other appliances:		
	(a) Special items for radiophotography	40	10
	(b) Other	80	35
	III. Parts, spares and accessories:		
	(a) For aerial photography apparatus	40	30
	(b) For radiophotography equipment	40	10
	(c) Other	80	35
	B. Flashlight apparatus or appliances for photography or cinematography:		
	I. Apparatus and appliances	80	35
	II. Parts, spares and accessories	80	35

The French text of these modifications may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

IRAN

Import exchange control regulations

THE MINISTRY OF ECONOMY recently announced the following

(Continued on next page)

MISCELLANEOUS ADVERTISEMENTS

5/- per line, minimum 25/- payable in advance

Orders for advertisements in this section should be addressed to H.M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1.

FLOUR MILL MACHINERY: Sealed tenders will be received until noon on July 29, 1964 for purchase of the contents of the Naval Flour Mill, H.M. Victualling Yard, Vittoriosa, Malta. The plant, which includes Cyclones, Roller Mills, Separators, Plansifters, Dressing Machines, a Pneumatic Conveying System, together with electric motors and associated conveyors, shafting and trunking, forms a unit with capacity for grinding approximately 8 tons per 8-hour shift.

It will be sold as one Lot and the successful tenderer will be responsible for dismantling and removing all items. Purchasers intending to use any of this milling equipment in Malta will require an Import Licence from the Malta Government and will be liable for any duty assessed by the Malta Government.

The Mill can be inspected on any week-day between the hours of 7.30 a.m. and noon by prior arrangement with N.R.M. Dept. Malta (Telephone Bastion 316).

Lists of machinery and plant, Forms of Tender and Conditions of Sale can be obtained on application to Director of Contracts (Naval), C.P. 88, H.M. Naval Base, Malta.

DISPOSAL OF FLOATING DOCK. Tenders are being invited for the purchase for further use/scrapping of Floating Dock No. 35 (nominal lifting capacity 50,000 tons) lying at H.M. Naval Base, Malta. Applications for brief particulars, forms of tender, Conditions of Sale etc. should be made to the Director of Contracts (Naval), Branch 85, Ministry of Defence, Ensleigh, Bath (Telephone No. Bath 6933. Ext. 1184). Offers must be made on the form provided and be received not later than 12 o'clock noon on August 27, 1964.

62·5 KVA DIESEL ALTERNATOR SETS. Brand new. 6-cyl. Dorman engines direct coupled Crompton self-regulating alternators. 400-230 volts 3 phase 50 cycles at 1,000 r.p.m. Sheet steel canopy enclosed with radiator cooling, electric starting, luboil and overheating protection devices. All accessories. Packed in maker's waterproof cases. Few left. Immediate delivery. Dawson-Keith Ltd., Dept. B, Hillview Road, Sutton, Surrey. Fairlands 4401.

BALL AND ROLLER BEARINGS, Steel Balls, etc., wanted. Also surplus goods of all descriptions. For Sale: Metal Ammo. Boxes. Details on request. R. Pordes, 529b, Finchley Road, London, N.W.3. HAM 9878/9.

QUOTATION INVITED for 50,000 steel rolled rings for India. Drawings supplied on application. Reply Box No. M.10066, *Board of Trade Journal*, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of runners and regrooved tyres and new remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

MONARCH TRANSLATION BUREAU provides the most up-to-date and efficient translation service in technical, scientific, commercial subjects. Electronics and General Engineering are our special subjects. We provide an unequalled service in East European and Asian languages. Monarch Translation Bureau, 7, Heath View Close, London, N.2. TUDor 3804.

QUOTATION INVITED for 180 tons 28 mm. dia. hot rolled steel bars for India. Specification supplied on application. Reply Box No. M.10067, *Board of Trade Journal*, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1.

amendments to the regulations for the Iranian year 1343 (March 21, 1964-March 20, 1965):

Customs Tariff No.	Amendment
13/1	The Commercial Benefit Tax of 25 Rials on frozen or cold storage meat for importation has been cancelled in view of a shortage of meat for consumption.
26 a/1	White fresh cheese previously an unauthorized import during the current year may now be imported upon payment of the specified commercial profit tax. Letters of credit require a 100 per cent deposit for this commodity.
833 b 840 848 b2	The importation of asphalt and concrete-making machinery, machine tools and lifts used in premises does not now need the prior agreement of the Ministry of Economy.

The Ministry has also published an extensive list of machinery which does not now need an import licence. A brief summary of the machinery so affected is given below:

Customs Tariff No.	Brief description
Ex 823	Light engines for cars and bicycles, aircraft and navigation. Accessories and spare parts for electricity generating sets.
824	Hydraulic engines.
825	Engines driven by compressed air or gas.
Ex 826	Road rolling machines.
827	Pumps for liquids.
828	Air pumps, compressors, ventilators.
829	Pulverizing and spraying appliances.
Ex 833	A. Deep well drilling apparatus. B. Mobile cranes.
834 and 835	Agricultural machinery
Ex 386	Dairy machinery and incubators.
Ex 838 B	Laundry machines, domestic water filtering equipment, welding equipment.
Ex 839	Refrigerators and coolers.
Ex 845/3	Household knitting machines of c.i.f. value under 5,000 rials.
Ex 847 A	Domestic sewing machines.
Ex 848	Pneumatic machine tools.
850	Weighing apparatus.
851	Typewriters.
852	Calculating and accounting machines. Cash registers.
853	Office machinery.
Ex 854	Certain household appliances weighing not more than 10 kilograms, e.g., mincers, coffee roasters and ice cream mixers.
855	Taps, cocks and valves.
856	Bearings of all kinds.
858	Components and parts of machines not specified elsewhere.

It is emphasized that these are summary descriptions and that fuller details are available in Export Services Branch.

Heavy trucks

The Ministry of Economy has published details of the regulations for the opening of letters of credit for the importation of heavy trucks with a loading capacity of 9 tons and over.

All inquiries relating to the above notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

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,, ,,	Bldg. III, Northern Area	,,
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FLOUR MILL MACHINERY: Sealed tenders will be received until noon on July 29, 1964 for purchase of the contents of the Naval Flour Mill, H.M. Victualling Yard, Vittoriosa, Malta. The plant, which includes Cyclones, Roller Mills, Separators, Plansifters, Dressing Machines, a Pneumatic Conveying System, together with electric motors and associated conveyors, shafting and trunking, forms a unit with capacity for grinding approximately 8 tons per 8-hour shift.

It will be sold as one Lot and the successful tenderer will be responsible for dismantling and removing all items. Purchasers intending to use any of this milling equipment in Malta will require an Import Licence from the Malta Government and will be liable for any duty assessed by the Malta Government.

The Mill can be inspected on any week-day between the hours of 7.30 a.m. and noon by prior arrangement with N.R.M. Dept. Malta (Telephone Bastion 316).

Lists of machinery and plant, Forms of Tender and Conditions of Sale can be obtained on application to Director of Contracts (Naval), C.P. 88, H.M. Naval Base, Malta.

DISPOSAL OF FLOATING DOCK. Tenders are being invited for the purchase for further use/scrapping of Floating Dock No. 35 (nominal lifting capacity 50,000 tons) lying at H.M. Naval Base, Malta. Applications for brief particulars, forms of tender, Conditions of Sale etc. should be made to the Director of Contracts (Naval), Branch 85, Ministry of Defence, Ensleigh, Bath (Telephone No. Bath 6933. Ext. 1184). Offers must be made on the form provided and be received not later than 12 o'clock noon on August 27, 1964.

62·5 KVA DIESEL ALTERNATOR SETS. Brand new. 6-cyl. Dorman engines direct coupled Crompton self-regulating alternators. 400-230 volts 3 phase 50 cycles at 1,000 r.p.m. Sheet steel canopy enclosed with radiator cooling, electric starting, luboil and overheating protection devices. All accessories. Packed in maker's waterproof cases. Few left. Immediate delivery. Dawson-Keith Ltd., Dept. B, Hillview Road, Sutton, Surrey. Fairlands 4401.

BALL AND ROLLER BEARINGS, Steel Balls, etc., wanted. Also surplus goods of all descriptions. For Sale: Metal Ammo. Boxes. Details on request. R. Pordes, 529b, Finchley Road, London, N.W.3. HAM 9878/9.

QUOTATION INVITED for 50,000 steel rolled rings for India. Drawings supplied on application. Reply Box No. M.10066, *Board of Trade Journal*, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of runners and regrooved tyres and new remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

MONARCH TRANSLATION BUREAU provides the most up-to-date and efficient translation service in technical, scientific, commercial subjects. Electronics and General Engineering are our special subjects. We provide an unequalled service in East European and Asian languages. Monarch Translation Bureau, 7, Heath View Close, London, N.2. TUDor 3804.

QUOTATION INVITED for 180 tons 28 mm. dia. hot rolled steel bars for India. Specification supplied on application. Reply Box No. M.10067, *Board of Trade Journal*, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1.

amendments to the regulations for the Iranian year 1343 (March 21, 1964-March 20, 1965):

Customs Tariff No.	Amendment
13/1	The Commercial Benefit Tax of 25 Rials on frozen or cold storage meat for importation has been cancelled in view of a shortage of meat for consumption.
26 a/1	White fresh cheese previously an unauthorized import during the current year may now be imported upon payment of the specified commercial profit tax. Letters of credit require a 100 per cent deposit for this commodity.
833 b 840 848 b2	The importation of asphalt and concrete-making machinery, machine tools and lifts used in premises does not now need the prior agreement of the Ministry of Economy.

The Ministry has also published an extensive list of machinery which does not now need an import licence. A brief summary of the machinery so affected is given below:

Customs Tariff No.	Brief description
Ex 823	Light engines for cars and bicycles, aircraft and navigation. Accessories and spare parts for electricity generating sets.
824	Hydraulic engines.
825	Engines driven by compressed air or gas.
Ex 826	Road rolling machines.
827	Pumps for liquids.
828	Air pumps, compressors, ventilators.
829	Pulverizing and spraying appliances.
Ex 833	A. Deep well drilling apparatus. B. Mobile cranes.
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